FREIGHT TRAFFIC ISSUE

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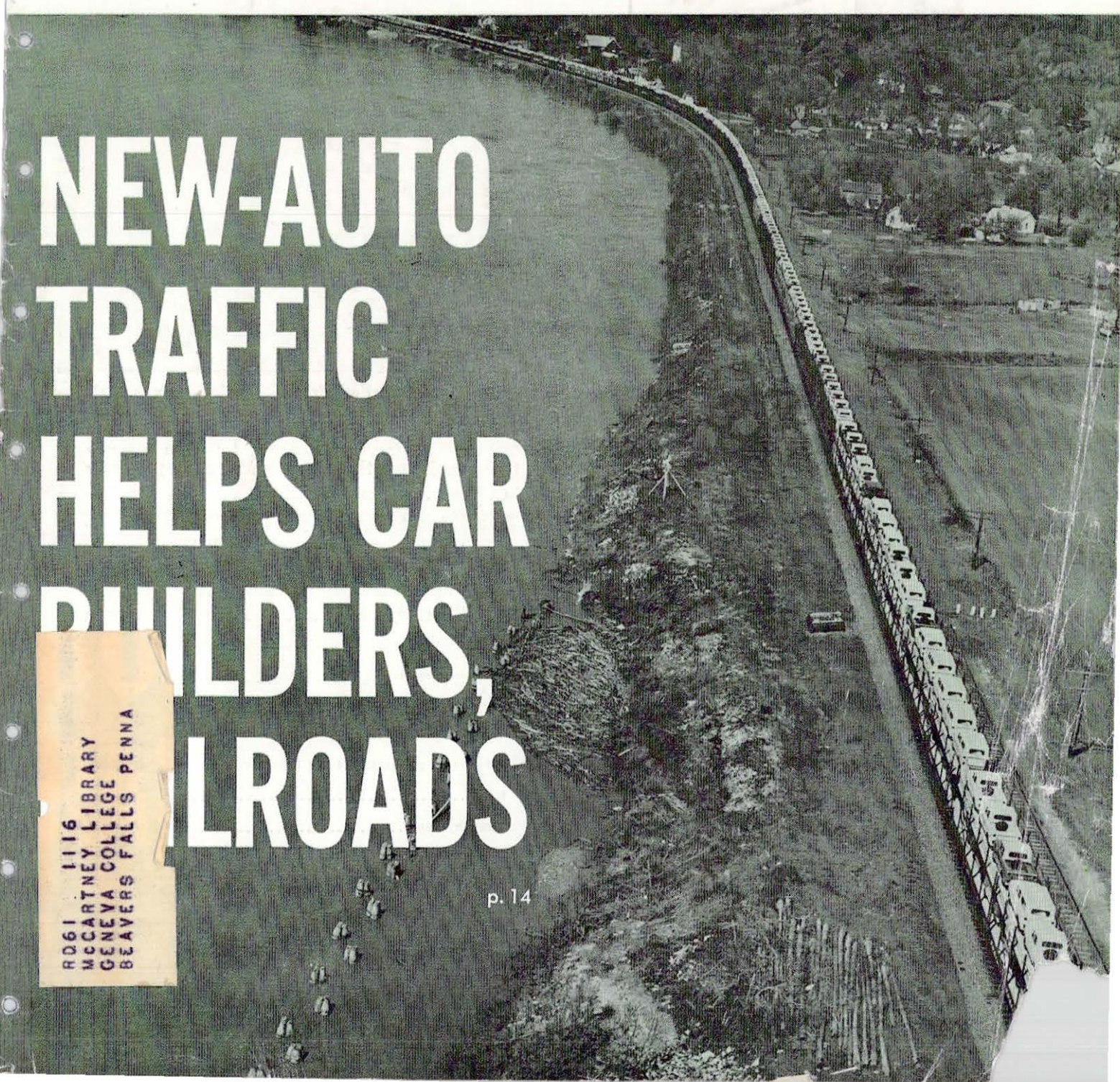
TOFC transport of perishable lading has **bright outlook,** say nation's shippers ..... p. 13

November 27, 1961

RAILWAY AGE WEEKLY



NEW-AUTO TRAFFIC HELPS CAR BUILDERS, RAILROADS

p. 14

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EVERY 3 MINUTES TRAVELIFT TRANSFERS A TRAILER FOR MAXIMUM PIGGYBACK PROFITS

Putting trailers and containers "on the spot" for fast tractor hookup is a Travelift's full time job in this railyard. From flatbed to tractor this husky straddle type lift answers every command with a sureness that pin points Travelift's close spotting ability and amazing flexibility of handling. Even more amazing, the entire transfer operation is controlled by one man.

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The self-propelled Travelift is driven into position over the flatbed car, picks up the trailer or container with its hydraulically operated arms, traverses it over the flat car and spots it precisely in place . . . all in 3 minutes.

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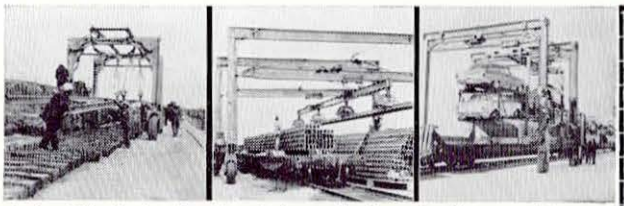

Laying 78′ rails to spike to gauge takes Travelift precision.

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Loading complete car trailers takes Travelift brute strength.

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Wausau, Wisconsin

Ad No. 3

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I am particularly interested in the following capacities:

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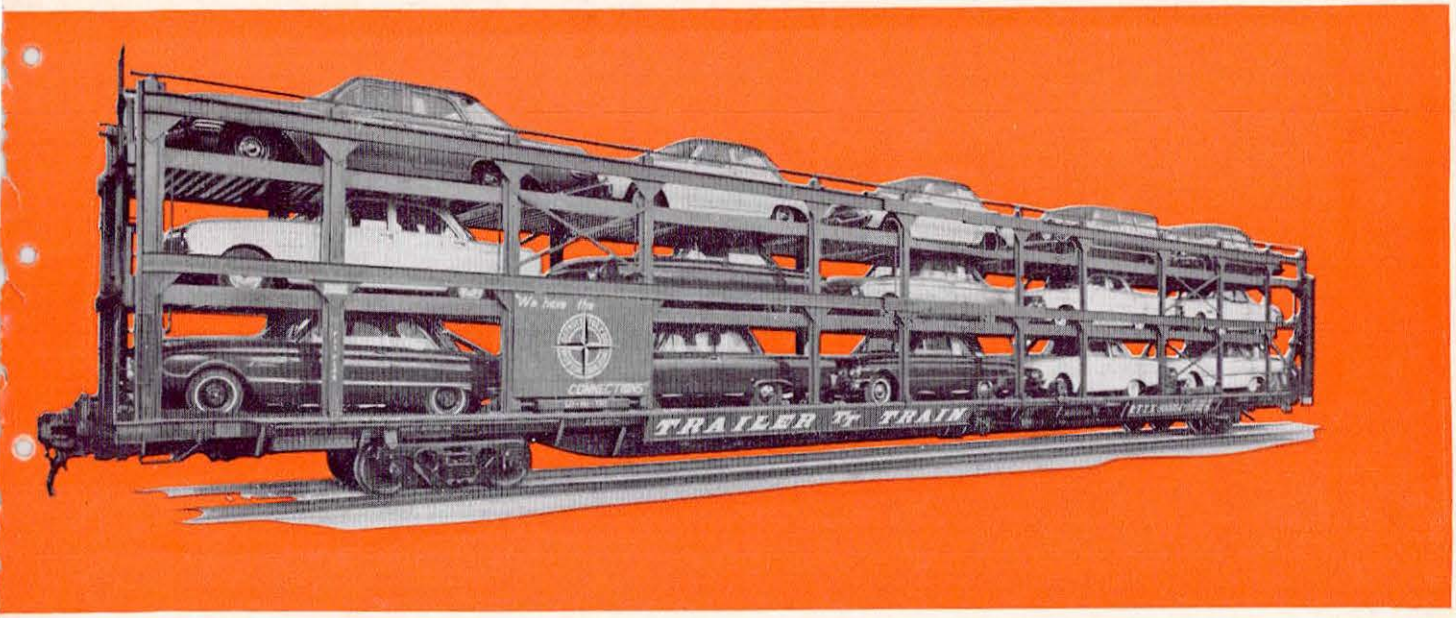
More than 1500 Paragon Automobile Shipping Racks now cushioned by Waughmat equipped buffers



HERE is the newest Paragon automobile shipping rack—the Lo-Hi-Tri rack with adjustable decks which can be up for loading or unloading and down for traveling. Movement of these Paragon racks on the car structure is cushioned by four Waughmat equipped buffer assemblies allowing up to eight inches travel in either direction.

Like other Waugh Equipment Company car-cushioning devices . . . friction draft gears, friction-rubber draft gears and cushion underframes, Waughmats are recognized as outstanding in applications for railroad car and lading protection.

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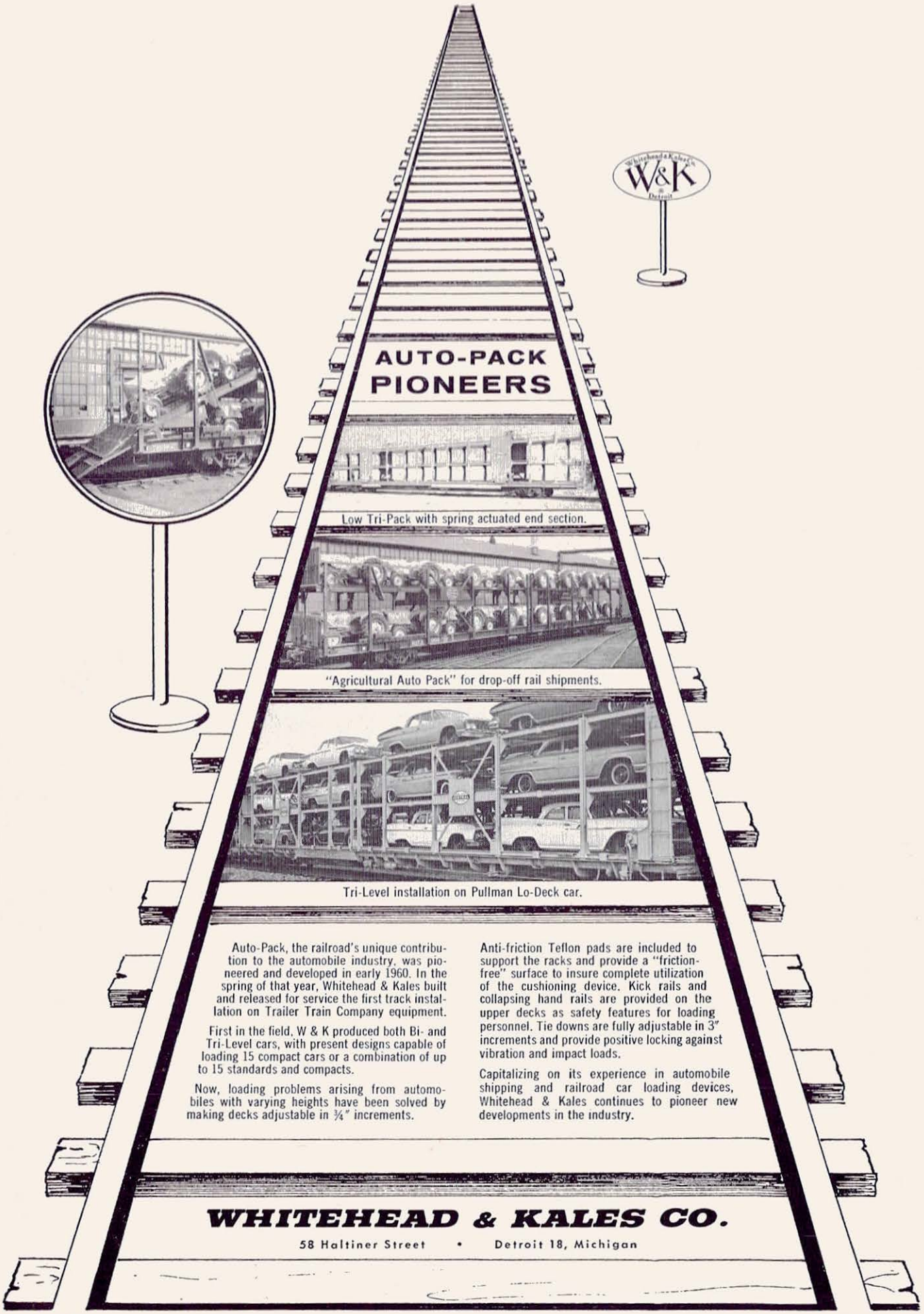
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Tri-Level installation on Pullman Lo-Deck car.
Auto-Pack, the railroad's unique contribution to the automobile industry, was pioneered and developed in early 1960. In the spring of that year, Whitehead & Kales built and released for service the first track installation on Trailer Train Company equipment.
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RAILWAY AGE

WEEK AT A GLANCE

Nov. 27, 1961 • Vol. 151, No. 22

Piggyback slows—but grows

In a year during which carloadings as a whole have declined by 8.4%, TOFC loadings have risen by 5%. What lies ahead? Here's a sampling of industry thinking **p.9**

TOFC transport of perishables has bright outlook

The service can realize its full potential, however, only if participating railroads supply more equipment, serve more points, and develop a "realistic" pricing policy **p.13**

New-auto traffic helps railroads and car builders

The sudden upsurge of new-auto rail traffic has graphically, and rapidly, demonstrated the economically pleasing benefits of improved technology in transportation **p.14**

What are distribution costs?

The total cost concept of physical distribution, often misunderstood, refers to all expenses of all activities concerned with moving finished products to consumers **p.24**

Piggyback bottleneck is ended by JCL

The bottleneck—a clearance problem at Elizabeth, N.J.—has been one of the major obstacles to easy movement of TOFC traffic via the B&O-Reading-Jersey Central route **p.26**

1962: RPI's 'opportunity year'

At its annual meeting in Chicago, the equipment and supply organization mapped plans for stepped-up legislative activity in behalf of railroads **p.33**

NIT League supports rate freedom

The shipper group has called for amendment of the Interstate Commerce Act to permit carriers to price their services in keeping with their cost advantages **p.34**

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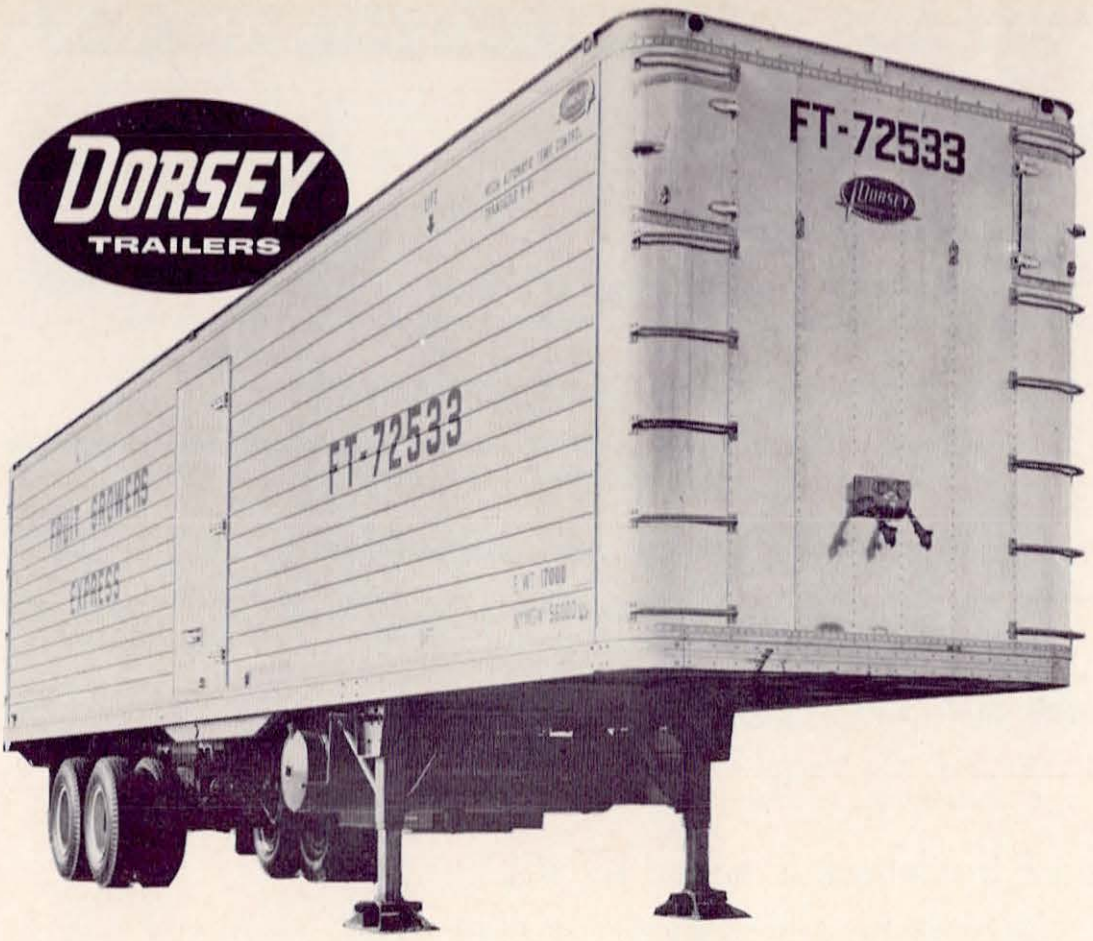

Rugged...and Right for Piggyback Service

Whether your operation calls for deluxe insulated vans, low-cost freight trailers or platforms, it will pay you to call in Dorsey Special Products Division engineers. Our complete line includes models designed to stand up under the strain of piggyback duty and our manufacturing methods permit economical modifications to meet special requirements.

We welcome your most challenging problems—and the solutions we suggest will be based on fifty years of manufacturing during which Dorsey has contributed more than its share of important innovations to the trailer industry.

Without obligation, may we send you a brochure describing our plant facilities and products?

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RAILWAY AGE

WEEK AT A GLANCE

Court closes a rate umbrella

A three-judge federal court has set aside an ICC order requiring that rail piggyback rates be 6% higher than water-carrier rates in the Atlantic-Gulf coastwise trade p.46

RSMA explores computer role

Progress in computer applications for management information and control was described at the group's fall meeting in Chicago p.53

C&NW sets up new traffic 'school'

Beginning this week, the North Western is conducting special training courses designed to give freight salesmen added knowledge about railroad pricing p.60

The Action Page—'Private' transport

It is keenly disappointing that the National Industrial Traffic League has reaffirmed its opposition to the proposed census of transportation p.78

Short and Significant

A 10,000-cu-ft box car, 85 ft long . . .

is being used by the Southern to recapture tobacco traffic. The Hydroframe-60 car carries 94 hogsheads of tobacco against 38 in a 40-ft car; has skylights at each end.

Prospects for Western Maryland . . .

in connection with the proposed B&O-C&O unification are that it will remain in the family, B&O President Jervis Langdon, Jr., said last week.

Lightweight trucks . . .

will be tested on four of the 236 cars which General Steel Industries' St. Louis Car Co. is building for the New York City Transit Authority's IRT division.

Current Statistics

Operating revenues	
9 mos., 1961	$6,772,848,568
9 mos., 1960	7,212,974,820
Operating expenses	
9 mos., 1961	5,429,147,181
9 mos., 1960	5,724,682,754
Taxes	
9 mos., 1961	734,157,037
9 mos., 1960	781,660,279
Net railway operating income	
9 mos., 1961	316,939,846
9 mos., 1960	433,542,127
Net income estimated	
9 mos., 1961	182,000,000
9 mos., 1960	304,000,000
Carloadings revenue freight	
45 wks., 1961	24,888,425
45 wks., 1960	27,001,787
Freight cars on order	
Nov. 1, 1961	10,297
Nov. 1, 1960	22,900
Freight cars delivered	
10 mos., 1961	27,046
10 mos., 1960	48,351

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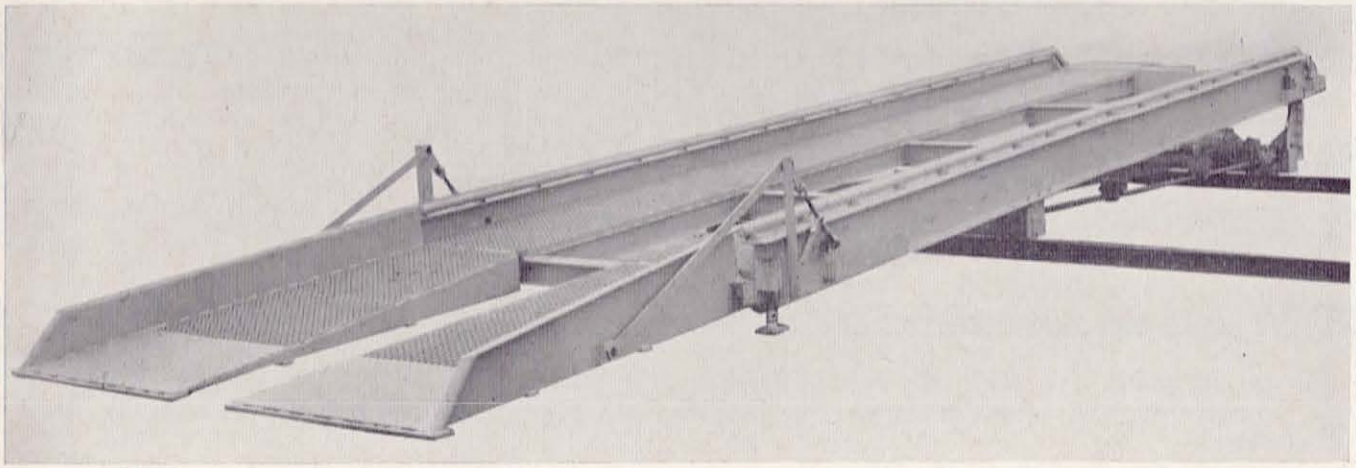
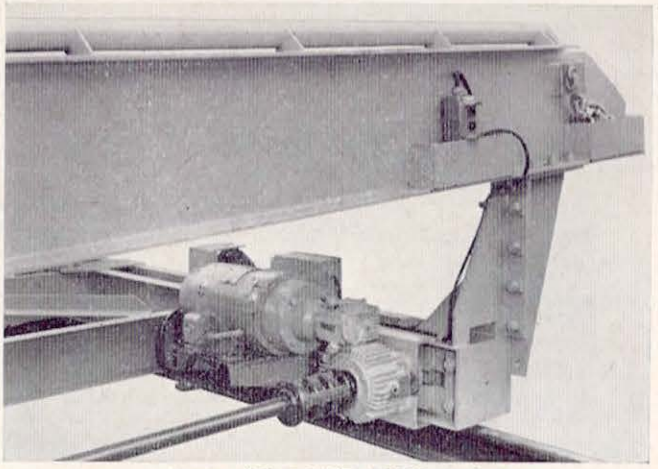
SELF-POSITIONING MOBILE PIGGYBACK RAMP SERVES ONE OR MORE TRACKS, *AUTOMATICALLY*



Brandon Steel Traileramp can be used on through tracks if desired—push-button control, fast set-off

The Brandon transfer type Model "T" traileramp, illustrated above, is an electric motor drive, fluid coupling, mobile ramp that travels **transversely** across rails and positions itself for flat-car loading or unloading of piggyback trailers. The same ramp serves one or a number of parallel tracks.

Push-button control operates this self-propelled unit in either direction on a flush cross runway of standard rail. Magnetic braking for instantaneous stopping.



Model "T" DRIVE MECHANISM
Note fluid drive shaft coupling

The current characteristics of the motor can be varied to suit the power supply available at the installation point. The drive shaft is keyed at each end to 12" diameter, forged alloy steel wheels with tapered tread to insure correct alignment. Driving and idler wheels, four in all, are fitted with precision roller bearings. The gear reduction is designed to provide a speed of 50 feet per minute.

The ground end of the ramp is supported by screw jacks when in position for loading and unloading. This permits raising the support plates clear of the ground for transverse movement. The aprons at the ground end may also be raised by a simple turnbuckle and lever arrangement.

The Transfer Type ramp can also be supplied with geared hand crank for manual operation instead of electric motor drive for propelling the ramp in the transverse movement.

The Brandon line of Traileramps also includes the following:

Model	Length of incline	
P-1-A	30′	A wheel mounted portable ramp designed for handling by a standard tractor.
SP-2 SP-3	45′ 60′	SP models serve as fixed ramps but can be detached from mounting base and moved to new location if desired.

All Brandon Traileramps are equipped with the sturdy Torsion Balance bridge plate which requires only 50 pounds force to raise, and is easily handled by one man.

GEARED TO PROGRESS
RPI MEMBER

Write for details:

Brandon EQUIPMENT COMPANY, INC.
332 South Michigan Avenue, Chicago 4, Illinois

Piggyback Slows—But Grows

► **The Story at a Glance: Trailer-on-flat car transportation, thus far in 1961, has grown more slowly than in earlier years. What's more important, however, is that it has continued to grow in the face of an overall traffic picture which might have halted the advance of a less dynamic form of transport.**

Opinions as to what lie ahead show wide variation. There is disagreement as to which plans are most likely to succeed; what the next big advance may be; how and where money can be spent to best advantage to improve facilities and services.

But there is no pessimism. There's only controlled optimism about piggyback's continued growth, and about its tangible and intangible values to the railroads.

"I don't know any railroad man who doesn't consider piggyback a bright spot in the railroad picture."

Coming toward the end of a year when the amazing initial growth of trailer-on-flat car transport slowed to a crawl, those words may sound like a whistle in the dark. But they are echoed, with only minor variations, by many railroaders beside the one who spoke them to Railway Age.

There is, as a matter of fact, pretty good basis for such optimism. In 1961's first 10 months, while total freight carloadings were dropping 8.4%, from 25,838,000 last year to 23,664,000 this year, piggyback loadings were increasing by 5% from 462,000 to 485,000 cars. Some individual railroads did relatively better. One major eastern line, for instance, reports a 26.3% revenue increase over 1960 for 10 months, and a larger relative gain for October alone.

No one, so far as Railway Age has been able to learn, is complacent enough to be fully satisfied with the year's results. But in the light of general business conditions, and the trend of total traffic, railroad men in general feel that TOFC is doing as well as could be expected, and in many cases better.

Specific comments range all the way from "satisfied," or "reasonably satisfied" up to "piggyback's growing," "it's doing very well," "we're definitely pleased" and "positively enthused."

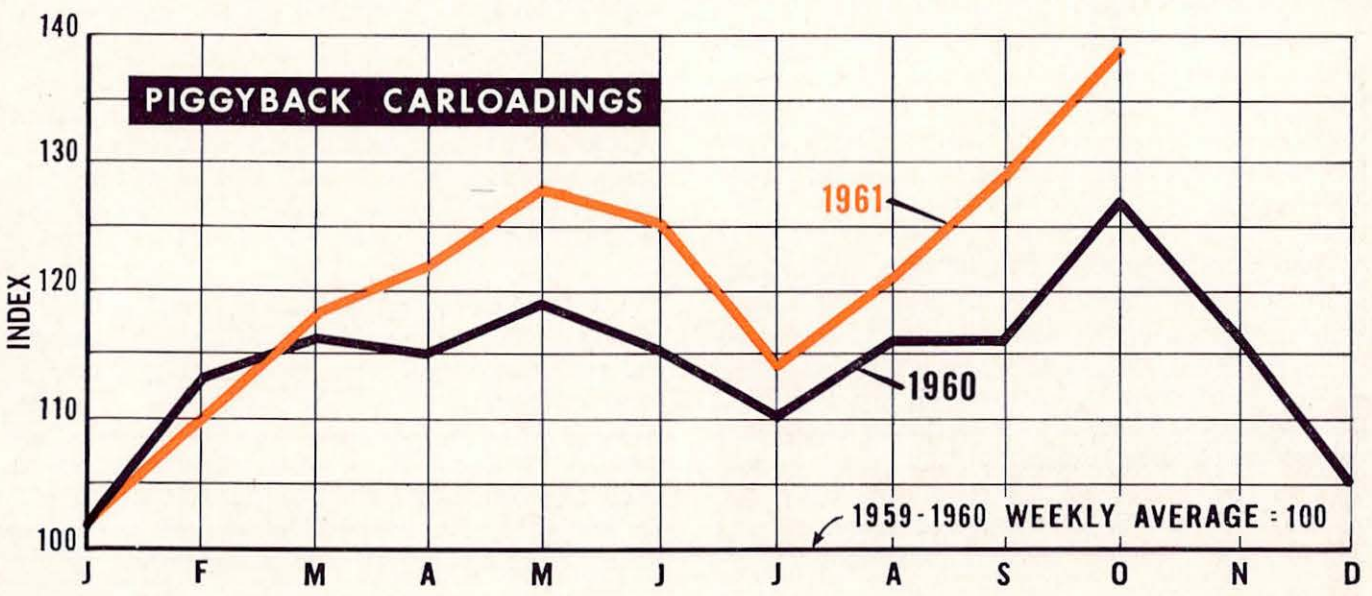
One thing is sure. TOFC, under its various names, has reached into amazingly varied segments of traffic. Merchandise and miscellaneous freight, manufactured goods and iron and steel products seem to be the commodities most heavily piggybacked on a national basis. But one or more railroads out of a limited number spot-surveyed by Railway Age give important ranking to such varied articles as meat, canned goods, bakery goods, sugar, coffee, confectionery, beer and other alcoholic beverages, fruit, groceries and food in general, tobacco, logs, lumber, paper, roofing materials, soap, chemicals and electronic equipment.

Where, starting from its present background of modest recent growth and varied traffic, does piggyback go next? Which of the five plans now in operation holds the greatest promise for the future? What will be the next big forward step? What will railroads themselves do to make the service more efficient and economical for themselves and more attractive to shippers?

Opinions on all those points vary widely.

On the "plan" question, for example, ten of the men queried by Railway Age think Plan II is presently growing fastest, or holds the greatest short-term promise. Eight put Plan III in the position. The other three plans are far behind. Only two men, and "perhaps" a third, put Plan IV in the lead, and two like Plan I.

Plan V finds few supporters, but they make up in enthusiasm what they lack in numbers. The New York Central says it "is exceeding our expectations." The Missouri Pacific, while not making any flat predictions about the future, seems to have gone into Plan V more extensively than most other roads. It reports having "expanded Plan V operations in the last year to include traffic moving in tariffs published by Southwestern Motor Freight Bureau, Middlewest Motor Freight Bureau, Eastern Central Motor Carriers and Southern Motor Carriers Rate Conference, and filed to become participating carriers in Rocky Mountain Motor Freight Bureau." It maintains, MP says, connections with approximately 225 motor



carriers at 22 junctions.

Otherwise, Plan V seems to be arousing little interest, except in a few cases for transportation of new automobiles. A few roads do report having "one or two" Plan V operations in effect or "under study," but in general it trails behind the four earlier arrangements.

As to the "next forward step," eight roads think it will be movement of perishable products — fruits, vegetables, meats, frozen foods, etc.—in refrigerator trailers. Three think it will be movement of demountable or wheelless containers. One says both, and the Denver & Rio Grande Western suggests it should be to "make better use of what we have."

Known facts support both the reefer trailer and container projections, but indicate that movement of perishable and frozen foodstuffs in refrigerated trailers may come into general and profitable use ahead of demountable containers.

From a standing start just about a year ago, the piggybacking of perishables out of the Southeast (i.e., Florida) alone already has attained substantial volume. Now, with another shipping season getting under way, both Coast Line and Seaboard are operating two solid piggyback trains weekly from the South to northern markets. Fruit Growers Express has increased to 500 its fleet of mechanically cooled trailers, which began with 50 just a little more than 12 months ago. Rates to Mid-Western and New England points have been proposed.

Still more significant is the fact that shippers seem to like perishable piggyback. Those who have tried it want more of it; those to whom it is not yet available want it. (See November Traffic Poll, p. 13.)

Containers, too, have done well where they have been tried. The MoPac, in its November "News Reel," says "the container method of transportation has made great strides in recent years." The Baltimore & Ohio is enlarging its demountable container fleet, and NYC is "more than satisfied with the progress of Flexi-Van."

"Containerization," the Norfolk & Western agrees, "certainly holds great promise." "But," it points out, "there are numerous problems remaining to be

(*Continued on page 73*)

WATCHING WASHINGTON WITH WALTER TAFT

• **MUCH FRAUD**—but not too much—may be practiced to get a railroad job without forfeiting rights to recover for injuries under the Federal Employers' Liability Act. That's the gist of a decision which has come from the U. S. Supreme Court.

THE CASE, Carl Still v. Norfolk & Western, involved that road's contention that Still was not "employed" within the meaning of the Liability Act. The railroad relied on undisputed evidence that Mr. Still had a congenitally defective back, which he failed to mention while being examined in connection with his application for employment.

THE INJURIES on which Mr. Still's suit is based were back injuries. The physical defects he fraudulently concealed contributed to those injuries, N&W argued. It said, too, that he would not have been hired but for the misrepresentations.

AN APPEAL from the Supreme Court of Appeals of West Virginia brought the case to the U. S. Supreme Court. The former had upheld a lower West Virginia court which directed a jury to decide for N&W on the ground that Mr. Still's misrepresentations had "direct causal connection" with his injuries.

THE U. S. SUPREME COURT took the case because its previous decisions on the issue had left lower courts "to struggle with the baffling problem of how much and what kinds of fraud are sufficiently abhorrent." The previous decisions were in the Rock case of 1929 and the Borum case of 1932, Soo having been the railroad involved in both.

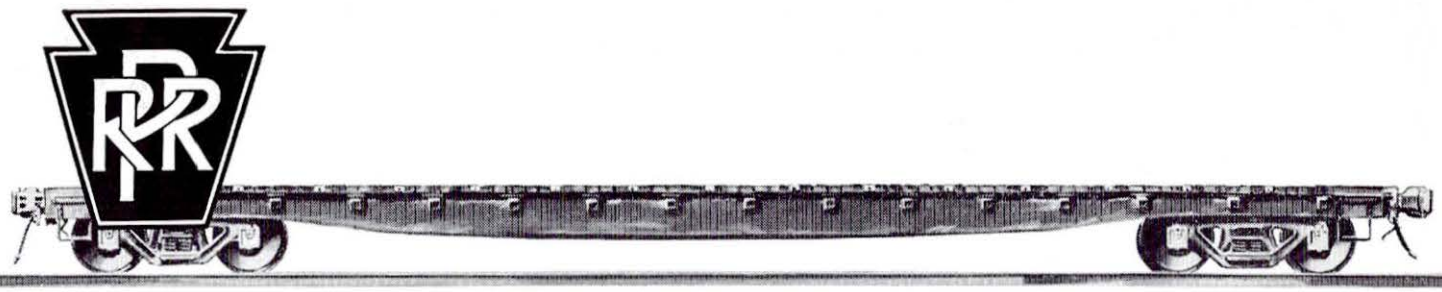
IN THE ROCK CASE, the injured worker was first refused employment for failure to pass a physical examination. He then got the job under an assumed name after having had another person take the physical for him. His recovery for injuries was barred by the court because "right to recover may not justify or reasonably be rested on a foundation so abhorrent to public policy."

IN THE BORUM CASE, the injured worker had misrepresented his age. But the court upheld his right to recover, the factual situation being so different that it refused to apply the Rock-case rule.

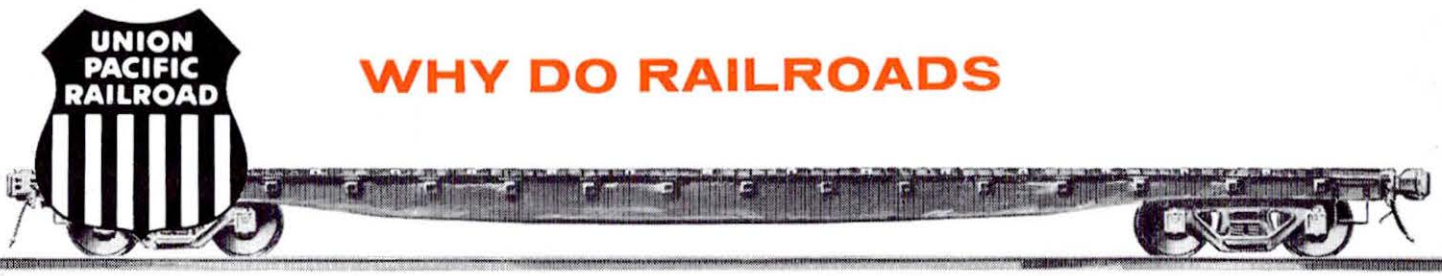
NOW, there is no Rock-case rule. That case "must be limited to its precise facts," so the case is out as a precedent unless its facts are duplicated. The general rule embodied in the present decision is this: "The status of employees who become such through other kinds of fraud . . . must be recognized for purposes of suits under the Act."

THE COURT'S DECISION came in an opinion by Justice Black. Justice Frankfurter, concurring in the judgment for a new trial, would have let the fraud issue go to the jury. As to restriction of the Rock-case rule to cases with Rock's "precise facts," Mr. Frankfurter's tongue-in-cheek comment was that he assumed the court's majority "does not mean that the plaintiff must be named Rock."

A DISSENTING OPINION came from Justice Whittaker. He called restriction of the Rock case "gratuitous and erroneous." If persons obtaining railroad employment by "flagrant fraud" are injured, Mr. Whittaker would let them sue only under state liability laws. "The question," as he put it, "is whether despite his flagrant fraud in procuring the employee status, he may have the special benefits, and freedom from the normal defenses," given by Congress in the Liability Act.



WHY DO RAILROADS



KEEP RE-ORDERING

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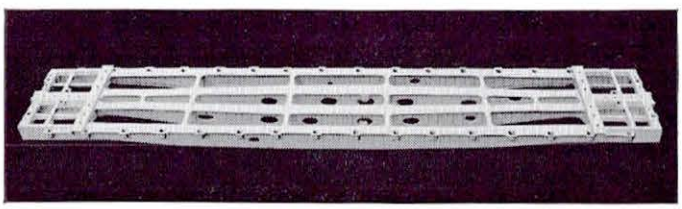
Because years of service have proven the excellence of General Steel's one-piece designs and quality construction. Railroads recognize the advantages of:



- *Simplified car construction*
- *Great strength with minimum weight*
- *Long maintenance-free life*
- *Built-in extra strength needed for bulkhead service*

. . . and 31 major railroads are using nearly 13,000 General Steel underframes in flat, bulkhead or pulpwood car service.

Use them in your new cars. They're your best investment by far.

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ST. LOUIS CAR COMPANY

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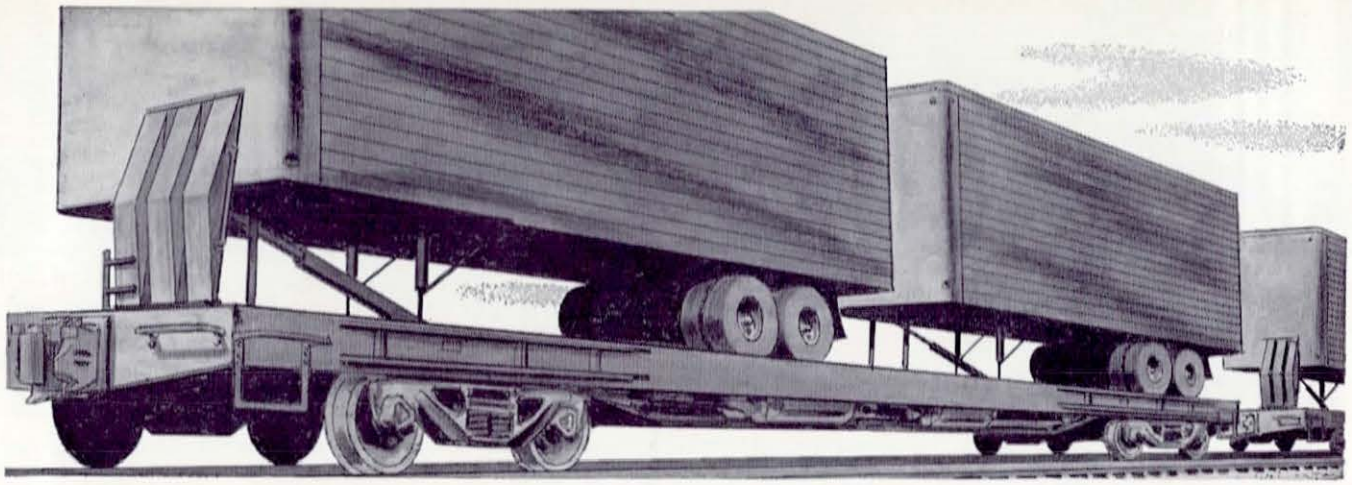
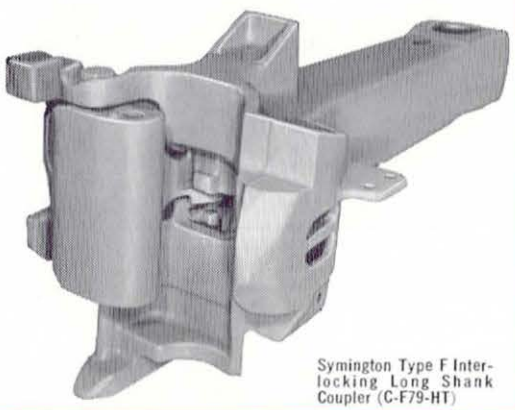


HIGH-SPEED PIGGYBACKS—COUPLED SECURELY BY SYMINGTON

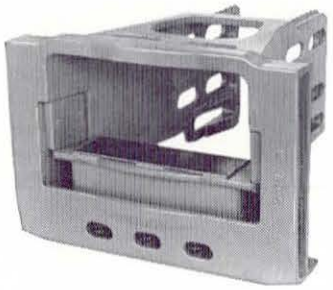
Today's long piggyback cars have special requirements when it comes to couplers and attachments. And Symington meets them with its Type F Interlocking Long Shank Coupler. Measuring 31 in. from horn to pivot pin hole, it is designed for extra-wide swing—13° each side of the centerline—and has brackets on the guard arm for angle cock attachments. Other features include—

- Coupling contour designed for minimum slack
- Easy, reliable operation
- Improved anti-creep protection
- Increased strength, greater fatigue resistance because of less slack
- Longer service life, less maintenance because interlock design minimizes vertical motion and slack
- Interlock feature prevents slipover, keeps cars in alignment
- Safety shelf designed to support mating coupler in event of pullout

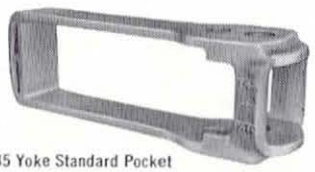
Trailer Train is one of the well-known companies that are profitably operating piggyback cars equipped with Symington railway products. They look to Symington both for quality of product and for service—not only in couplers and attachments, but also in bolsters, truck frames, striking castings and other quality steel castings.



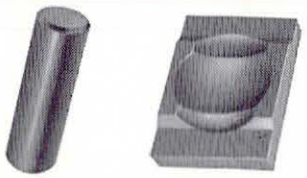
Symington Type F Interlocking Long Shank Coupler (C-F79-HT)



S-93 Striking Casting



Y-45 Yoke Standard Pocket



Y-47 Coupler and Yoke Pin • Y-46 Front Follower

Symington Wayne
CORPORATION
SYMINGTON DIVISION

WORKS:
DEPEW, N.Y.

New York
Chicago
Boston
Philadelphia
San Francisco
St. Louis

In Canada:
Adanac Supplies, Ltd.
Montreal, Quebec

Shippers Like Reefer TOFC

Proposition

The movement of perishable produce and frozen or refrigerated foods by railroad piggyback (trailer-on-flat car) service is already well beyond the talk-and-test stage in several sections of the country. Some observers think it is gathering rapid momentum; may roll into high gear in 1962.

Questions

1) Has your company, either as a shipper or receiver of perishable produce and/or frozen or refrigerated foods, used piggyback service for those commodities?

Yes	18
Regularly	12
Experimentally	3
Not Stated	3
No	13

2) Assuming service and rates comparable to those offered by other modes of transport, would you be interested in using rail piggyback in future, or in using it more than you do now?

Yes	27
No.	2

3) If you have used the service, what is your opinion of it? Do you, for example, think it could be improved, and if so, how? (See accompanying text for answers.)

TOFC transportation of perishable, refrigerated or frozen foods has an encouragingly bright outlook, judging from this month's Traffic Poll.

As the tabulated replies (above) indicate, less than 60% of the respondents currently use the still relatively new reefer-trailer piggyback service. Some of them have tried it only experimentally. Significantly, however, all but two indicate willingness to use it in future, or to increase their present use. (This includes, among others, 11 of 12 present regular users; all three experimental users, and 10 of 13 nonusers.)

Even the two men who have serious reservations concerning the service concede they might use it under specified conditions.

Affected shippers, in short, seem wholly receptive to reefer piggyback. But their comments clearly indicate that the service can realize its full potential only if participating railroads:

1) Supply more equipment;

2) Serve more points;

3) Provide transit times, delivery service and refrigeration at least equal to what is available by truck; and

4) Develop "realistic" pricing.

Some of the comments, it should first be noted, are wholly favorable. The service is "very good," says N. J. Jordan, traffic manager, Grand Union Co., East Paterson, N. J. "In piggyback," he adds, "we have little or no damage." It "can't be beat," concurs J. S. Krause, traffic manager for Derby Foods, Inc., Chicago. The traffic manager for a far Western producer who asks not to be quoted by name also terms it "very good," with "little need for improvement." Another big Eastern receiver calls the service "excellent," but suggests that "refrigeration can be improved."

Other users who indicate general approval of the service in its present form also submit what may be termed constructive criticism in answer to the Poll's third question. The suggestions fall largely into four groups.

Supply more equipment—F. H. Tolan, of Seattle, who serves as traffic manager or consultant for several associations of fisheries and produce growers, says service could be improved "by making more equipment available in the Pacific Northwest now."

"Demand for equipment exceeds the supply," says W. R. Deines, executive vice president of the Texas Citrus & Vegetable Growers & Shippers, at Harlingen.

Serve more points—All of Mr. Deines' association members who use reefer piggyback "think it is a very good service," he adds, but "they need it expanded to cover more markets." A mid-Western packer, who requests anonymity, similarly finds the service "good to points offered," leaving the implication that it should be extended.

In more detail, A. F. Cook, traffic manager, Frozen Products division of Standard Brands, Inc., at Kansas City, Mo., writes:

"With perishable commodities being predominantly food items, the need for service to all markets is one of necessity, and becoming more so each day. Changes in population are not only affecting economic conditions or buying power of many of our large cities, but opening up vast new markets in new areas, municipalities and suburban shopping centers that must be served. . . . I, therefore, strongly feel rail piggyback should project every effort to entertain ideas for full exploration of extending service to these new markets which must be handled on a smaller volume either by minimum weights or by stopping in transit for partial unloadings, as now allowed by regular common carrier motor service."

Except for that suggestion, Mr. Cook notes that "limited use on long-haul shipments proved equipment and transit time to be very good" with "product delivered in excellent condition at below zero degrees as requested."

J. J. Clement, Chicago, general transportation manager, Corn Products Co., also asks for "more extensive routing flexibility to permit stop-off shipments and more distribution service competitive with over-the-road truckers."

Improve transit time, delivery and refrigeration — Criticism on these points, while scattered, is relatively severe.

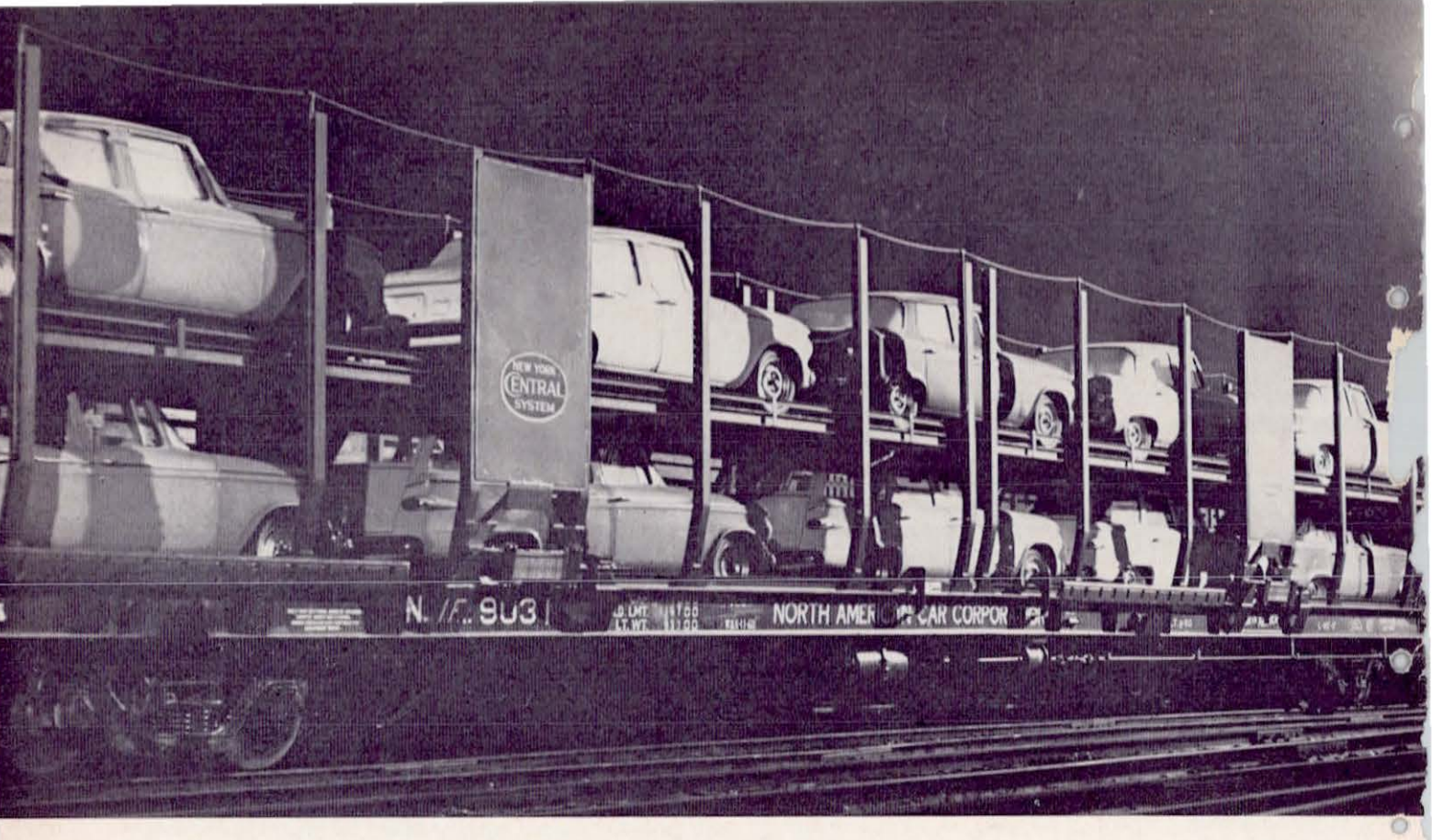
A shipper of frozen citrus concentrates, for example, is "very much interested." He doesn't look on piggyback as "a cure-all for the problems of distributing frozen foods," but thinks

(*Continued on page 61*)

ANSWERS FROM EVERYWHERE

This month's Traffic Poll was limited to a small, specially selected list of food producers or processors who were known or considered to be actual or potential users of refrigerated-trailer piggyback service.

Replies, though few in total, were high in proportion to number of inquiries mailed—and extraordinarily representative. They came from producers and processors of vegetables, fruits and frozen fruit concentrates in Florida, in Texas' Rio Grande valley, and on the Pacific Coast; from Puget Sound fisheries; from mid-Western meat packers and food processors; from Eastern canneries; and from major receivers of food products, including some of the biggest U.S. food chain stores.



Auto Traffic Helps RRs, Builders, Public

► **The Story at a Glance: Seldom—possibly never before—have the benefits of improved technology in transportation been so graphically demonstrated in so short a time as in the sudden upsurge of rail traffic in new automobiles. Railroads, and a host of rail suppliers, together have developed efficient high-capacity auto racks. Suppliers have built them. Railroads have bought them. So:**

- **Railroads are winning back lucrative traffic;**
- **Rail suppliers are enjoying new business; and**
- **Most important of all, the public is profiting from lower charges made possible by better technology.**

Carriage of new automobiles "is definitely a plus mark in the railroad traffic picture." That's the opinion, expressed to Railway Age in a telephone interview, of the traffic vice president of an Eastern railroad which expects to see its present automobile traffic increase substantially in the near future.

Other spot telephone checks with similarly placed railroaders failed to uncover a single dissenting opinion. Typical comments:

"We are doing very well with our automobile business."

"More shippers are interested."

"Traffic is increasing, and being handled with no special problems."

"The future looks very bright."

"Some [auto traffic] has moved out of box cars to the newer type of carrier, but a substantial portion of it has been regained from highway carriage."

"Jimmy Hoffa's obvious concern indicates we must be doing all right."

Even more convincing is the fact that railroads are backing their verbal faith in the future of new-automobile traffic with cash on the barrelhead for facilities to handle it. In the first 10 months of this year (Jan. 1-Oct. 31) Railway Age reported orders for 379 new cars specifically earmarked for auto transport, and for 943 bi-level and tri-level racks to be mounted on those and other cars. Other orders for both cars and racks are known to be pending, and there have, presumably, been some orders placed but unreported or not reported as auto cars. In addition, a substantial number of the nearly 3,000 piggyback flat cars ordered this year by Trailer Train and North American Car will be equipped with auto racks.

Other roads are putting money into automobile terminal facilities as well as rolling stock. No overall figure is available. As a single example, the Pennsylvania opened last week at Kearny, N.J., an extension of its original TrucTrain (piggyback) terminal. This will be used in part for unloading autos for distribution to dealers in the New York area. Between that and other terminal facilities at Norristown, Pa., and Baltimore, and 200 new tri-level racks for TTX cars, the PRR is betting something like $2.4 million on its faith in the future of auto traffic.

As other examples, the New York Central is building a Flexi-Van auto terminal at Framingham, Mass., and planning one at Selkirk, N. Y., to supplement existing facilities. The Union Pacific built new multi-level auto terminals at Ogden and Denver.

Analysis of currently available industry-wide figures indicates that such faith is justified.

New-auto transport, on its present basis (i.e., in bi- and tri-level rack cars) may reasonably be said to have begun about Jan. 1, 1960. Oddly, between that date and the end of 1961's first half (the latest period for which figures

are available) the number of freight cars actually loaded with new automobiles showed a far smaller increase than the screams of the Teamsters Union might indicate.

In 1960, railroads reported 149,971 cars originated under ICC Commodity Classification 613—"Automobiles, passenger." This was an increase of 50,122 cars, or 50.2%, over the 99,849 similarly loaded freight cars originated in 1959. By itself, such an increase looks big—but it loses a lot of stature when weighed against an increase of nearly 20% in total output of new automobiles. It loses more stature when weighed against auto loadings of 203,000 freight cars in 1953; 140,000 in 1954; 223,000 in the banner auto year of 1955, and 145,000 in 1956.

In the first half of 1961, moreover, originated auto loadings of 62,566 cars were less than in the corresponding period of any of the preceding eight years, except 1958 and 1959, and only slightly above '59. First-half 1961 loadings were, in fact, down by 29,021 cars, or 31.7%, from first-half 1960 loadings of 91,577 cars.

Where then, does railroad optimism come in?

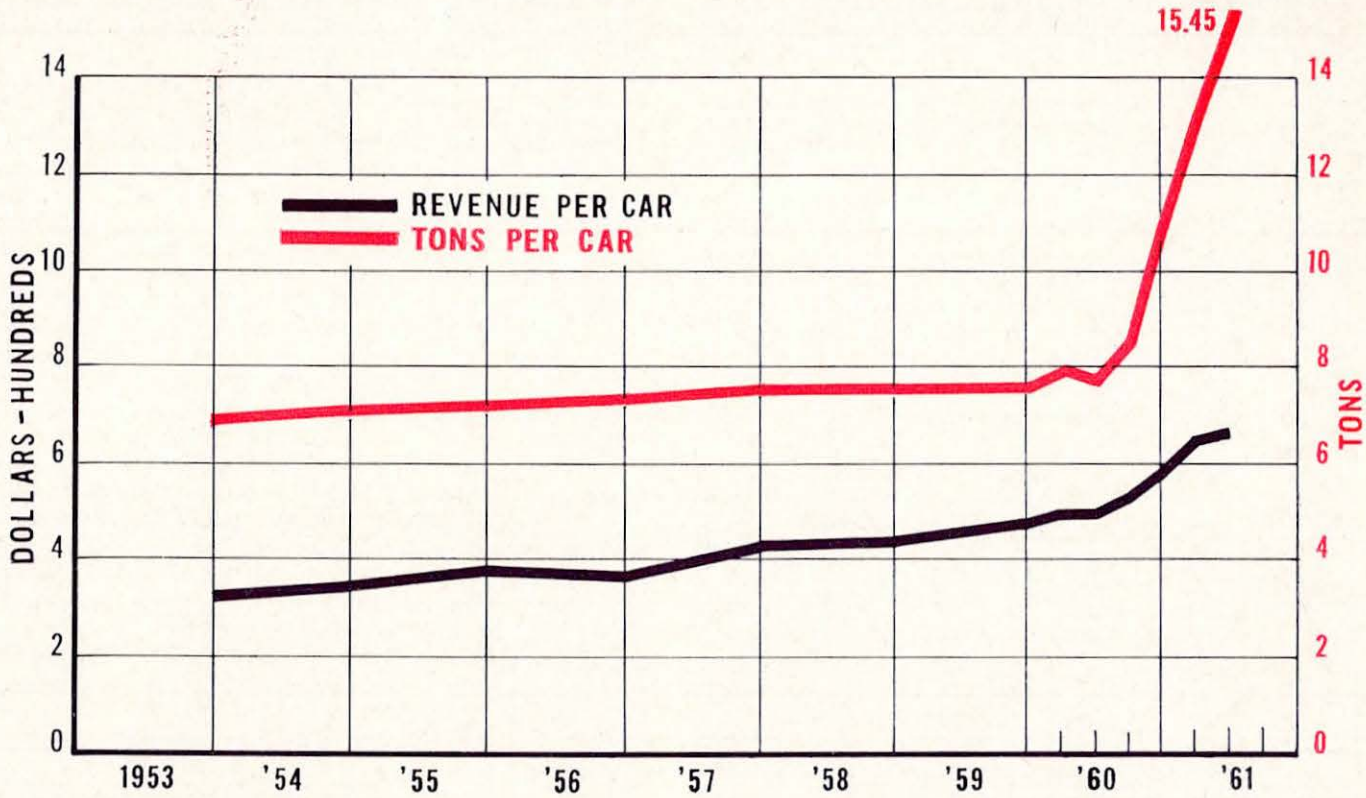
It lies, obviously, in the two facts illustrated in the chart below.

- Tonnage (a rough measure of the number of autos per freight car) has literally skyrocketed since the middle of 1960, when the new high-capacity rack cars first went into operation in significant numbers. For eight years or more, from 1953 to mid-1961, tonnage per auto car remained almost level, rising only from 6.90 tons in 1953 to 7.85 tons in 1960's second quarter. Then it zoomed—to 8.86 tons in the third quarter, 10.97 in the fourth, 13.28 in the first quarter of 1961, and 15.45 in the second three months of this year.
- Revenue per car has followed the same general trend, though at a somewhat different pace. From $346 in 1953 it rose slowly, presumably because of rate increases, to $505 in 1959. It dropped to $502 in 1960's second quarter. Then it, too, began to climb—to $535 in last year's third quarter, $582 in the fourth, $650 in this year's first quarter, and $667 in the second.

Applied to total loadings, these changes in tonnage and revenue produce some interesting results. As stated above, carloadings of new autos in 1960 were 50.2% above those of 1959. But tonnage carried on those cars was up 73.9%; gross revenues earned for moving them increased 62.5%. Again, though first-half loadings in 1961 were 31.7% (in terms of cars originated) *below* those of the same six months in 1960, tonnage was *up* 24.3% and revenues were down only 10.2%.

Consider these facts and figures. Interpret them in the light of one knowledgeable railroader's statement that "auto traffic is really just beginning to get going." Then it's easy to see why the carriers are enthusiastic about, and spending money on, a type of traffic that is bringing them steadily greater tonnage and greater revenue for every carload handled.

It's equally easy to see why the public should be correspondingly enthusiastic. Leave aside any question of reduced highway congestion. The simple



HIGH-CAPACITY AUTO RACKS, brought into general use in 1960 and 1961, have sharply increased tonnage per car of new automobiles originated. Slower rise in per-car revenue shows railroads pass operating savings to public.

bearings; Pullman-Standard's 10-in.-travel cushion underframe; and a universal tie-down system for its load. Each of the car's three levels has a full steel deck, and each deck has its own bridge plates which permit loading in the same way trailers are loaded for piggybacking. Pullman has built 130 of the cars, all for the Frisco.

Other Pullman contributions to auto transport by rail include its 85-ft PS-4PB, and 87-ft and 89-ft "Lo-Dek" flat cars, all of which require application of special auto racks. Sales include more than 700 PS-4PB's, specifically for auto carrying, to North American Car and Trailer Train; and more than 1,300 of the two "Lo-Dek" models, also for auto transport, to the Chicago Great Western; the Detroit, Toledo & Ironton; the Florida East Coast; the Western Maryland; North American, and Trailer Train.

Thrall Car Manufacturing Company, Chicago Heights, Ill.—Thrall, last September, displayed at Chicago an "Auto Rack" car which it built—one unit to date—in cooperation with the Southern Pacific and Evans Products Company.

The car utilizes SP's 20-in.-travel Hydra-Cushion underframe and a removable three-section lightweight auto rack designed by Evans. The 105,000-lb car, 87½ ft long and 9 ft 2 in. wide outside, but only 15 ft 3 in. high, has what has become virtually standard capacity— 12 standard or 15 compact autos. Thrall, however, states that, "because all cushioning is handled in the underframe, there is greater loading space on the racks—an extra 9 in. in width and about 3 ft in length" compared to some other rack-carrying cars. For the same reasons, the car is said to be potentially useful for shipment of missiles or other delicate defense components.

Trailer Train Co., Haverford, Pa.—Like North American Car, Trailer Train operates a pool of piggyback cars for lease to member railroads. While many of its cars are used for application of automobile-carrying racks, it does not directly participate in development of auto transport equipment.

General Motors Diesel, Ltd., London, Ont.—Reports "a great interest in piggyback vehicles"; but "has not done anything with specific reference to shipment of autos by rail."

These Are the Auto Racks

Virtually all auto racks now available to railroads have certain basic features in common. Generally speaking:

- They are demountable; that is, they may be removed from cars when not needed for auto traffic.
- They vary slightly in size (especially in length and in overall height) according to the type of car on which they are to be used.
- They have three decks, but, for use on restricted-clearance routes, the upper deck may be removed, and the racks used with only two decks.
- They carry, on a tri-level basis, 12 standard or 15 compact automobiles, or equivalent combinations of the two types. On a bi-level basis, with the upper deck removed, they carry two-thirds of that number.
- Their decks are adjustable, up or down, within limits, for loading and unloading and also to allow for variations in height of autos being carried.

Because the foregoing features are so standard, only exceptions to them are noted in the following descriptions of racks produced by different manufacturers.

American Car and Foundry Division, ACF Industries, New York—ACF's "Low Silhouette Carporter" auto rack is primarily designed for railroads with critical overhead clearance problems which would otherwise restrict them to auto shipments on a bi-level basis. Further to assist in meeting this height problem, it is particularly intended for use with ACF's own 89-ft "Low Level" flat car (see p. 16). On that car's flush deck, only 32½ in. above rail, the "Carporter's" overall height comes to less than 16 ft, 7 in. It can be applied also on other 89-flat cars, but at slightly greater overall height. Its tri-level weight is approximately 41,000 lb.

Loading length of 88 ft, 2 in. allows transportation, on a tri-level rack, of 12 standard cars (or, at shipper's discretion and with reduced between-car clearance, 15 of some models). It will carry 15 compact cars; 11 compact station wagons; 18 small foreign imported cars; or various combinations, such as nine standards and six compacts or 12 standards and three compacts.

ACF also makes a slightly shorter and somewhat lighter, but higher, "Carporter" which has the same capacity and same general characteristics as the "Low Silhouette" model, but which is compatible with any standard 85-ft, 87-ft or 89-ft piggyback flat.

"Carporter" sales total 261 units, delivered to the Burlington, the Rock Island, the North Western, the Great Northern, the Missouri Pacific, the Gulf, Mobile & Ohio, the Western Pacific and North American Car Corp. for lease to the New York Central, Milwaukee and Rio Grande. Another 50 units are currently on order.

Dana Corporation, Toledo, Ohio—Dana has been extremely successful in marketing a four-section lightweight "Multi-Level" auto rack which can be mounted on any long piggyback flat car, including "Clejan" cars, in either bi-level or tri-level design. With three decks, its weight is 26,500 lb.

Sales have totaled 1,050 units to 16 railroads—Santa Fe; Rock Island; Burlington; North Western; Great Northern; Northern Pacific; Chicago Great Western; Frisco; Missouri Pacific; Illinois Central; Louisville & Nashville; Texas & Pacific; Seaboard Air Line; Norfolk & Western; Reading, and Wabash. Another 250 racks are on order.

Dana racks utilize Dana's own tie-down winch. Shock cushioning is provided by Lord's bonded sandwich mountings, or shear pads. This concept, which controls both vertical and longitudinal motion, integrates custom-compounded elastomer bonded between metal plates. The outside plates are fastened between each vertical post of the rack and the car side sill. No rollers or skids are required.

Darby Corporation, Kansas City, Kan.—Darby has delivered 125 auto racks to the Kansas City Southern, the Missouri-Kansas-Texas and the Rock Island. It has 50 others on order for the Missouri Pacific, the Texas & Pacific and the Chicago Great Western.

Its rack is a two-section, 40,000-lb unit, built to an overall length 2 in. less than the length over the striker castings of the car on which it is to be mounted. Drive-on clearances vary with requirements of individual railroads. On standard height flat cars, Darby racks are normally installed with 62-in. drive-on clearance between decks and an overall height of 14 ft, 2 in. from top of rail to tread of top deck.

Accessories include Darby positive-locking tie-down winches, with Columbus-McKinnon and Ryerson chains, and National Castings cushioning springs and rubbers. The racks are available to railroads by outright purchase, by lease or by lease-purchase.

Evans Products Co., Plymouth, Mich.—To supplement its long-time interest in manufacture of loading devices for shipment of automobiles in box cars, Evans has recently developed an open-car auto rack. Prototype of the device has been mounted on a Hydra-Cushion auto car developed jointly by Evans, Thrall Car Manufacturing Company and Southern Pacific.

This "Tri-Level Auto Loader" is built in two sections. Its weight (mounted) is 109,200 lb; length, 87 ft; maximum height, 15 ft, 4 in.

Impact tests of the Thrall-Evans-SP

are available) the number of freight cars actually loaded with new automobiles showed a far smaller increase than the screams of the Teamsters Union might indicate.

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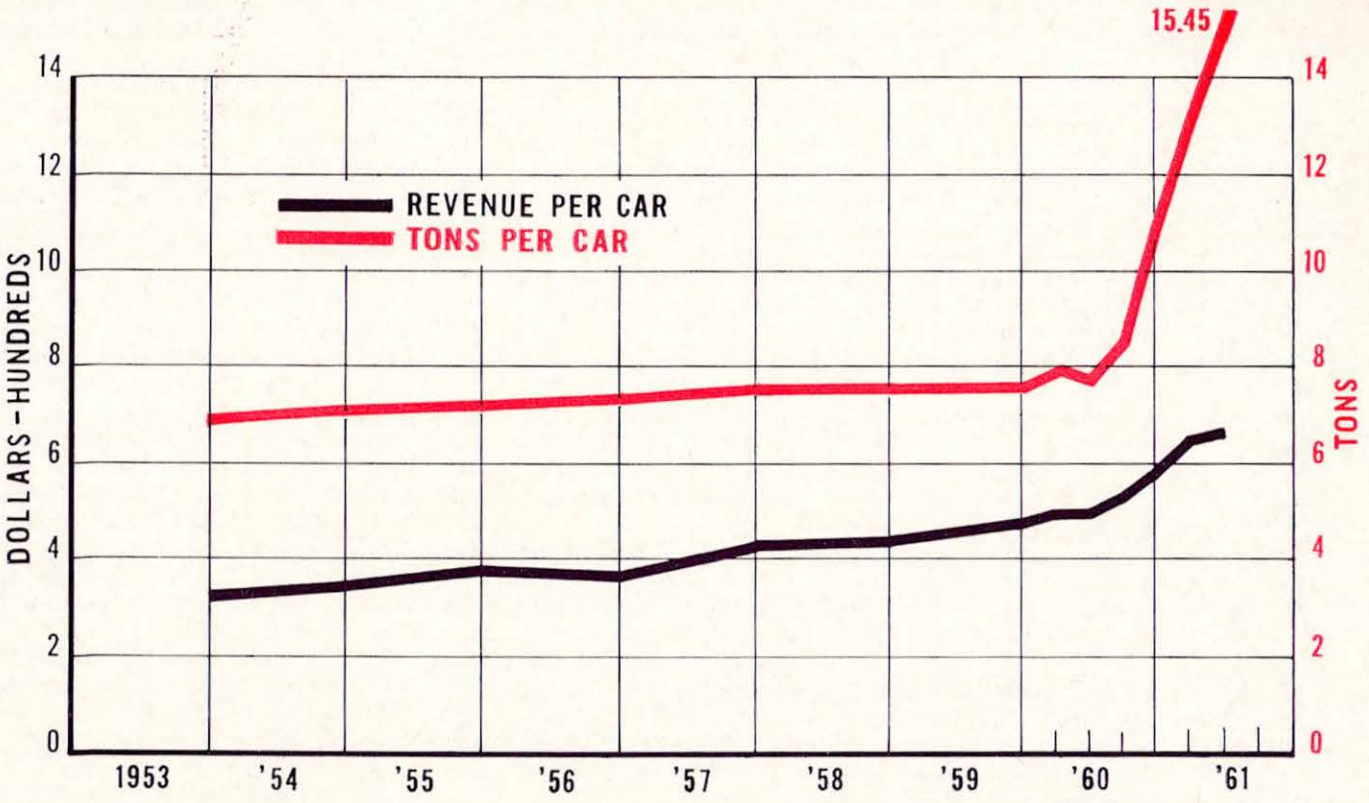

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fact that revenue per carload of automobiles has lagged well behind tonnage can mean only one thing. Railroads are sharing with the public economies made possible by new and more efficient equipment—economies which are being or soon should be realized in the form of lower prices for the new autos.

Autos by rail, in short, present a dynamic example of technological advance—an advance for which the railway suppliers whose products are shown in the following pages can share full credit with the railroads.

•

Is rail transport of new autos on rack cars piggyback? Or isn't it?

It began as a child of TOFC. But it has come of age in a hurry.

Today, officially, movement of autos on rack cars is *not* piggyback. The AAR says loadings of such cars are not reportable as TOFC loadings, but as straight carloadings under ICC Commodity Classification 613 — "Automobiles, passenger." Most railroad men agree; say "auto transport on rack cars isn't piggyback."

But elements of confusion remain.

For one thing, there is still bona fide auto piggybacking, where autos are carried on highway trailers mounted on railway flat cars. The Erie-Lackawanna has such a move into New York; so does the Delaware & Hudson from Binghamton, N.Y., to Albany. Those cars are reportable as piggyback loadings—which are not further subdivided by commodity classification. Therefore, they wouldn't, presumably, show up as auto loads in figures quoted in the accompanying article.

Further, one major railroad at least considers "anything carried on a TTX car" to be piggyback. Logically, they too would be reported as piggyback—not auto—loads.

Such questions make definitive analysis of auto traffic difficult. They may not greatly affect the overall picture, but until they are resolved some of the details are likely to remain obscured.

These Are the Auto Cars

Specialized equipment for rail transportation of new automobiles has made tremendous strides in the less than two years since that traffic assumed important proportions.

The rack cars, the demountable racks for application to standard cars, and the loading devices which have combined to make carriage of new autos safe, efficient and profitable have become an accepted feature of the railroad scene.

In general, and with some important but numerically small exceptions, the old-line car builders have tended to stick to their specialty—the manufacture of cars, but cars which are generally adaptable either to conventional piggyback service or to auto transport. The racks and loading devices have been, by and large, developed by companies not heretofore prominently identified with the railway supply field.

In both cases, however, engineering skill and production know-how have combined to open new markets for the companies themselves; to bring new traffic to railroads; and to benefit the public through lower auto transport costs and reduced congestion on the highways.

The paragraphs which follow give a bird's-eye view of the more important types of auto transport equipment now in service or under development. Unless otherwise specified, figures as to number of units delivered or on order are given as of Oct. 20.

American Car and Foundry Division, ACF Industries, New York—Manufactures 85-ft "Hitch Hiker" and 89-ft "Low Level" flat cars. Both types were developed originally for transportation of highway trailers in straight piggyback service, but can be adapted for automobile transport by addition of suitable racks, including ACF's own "Carporter" (see p. 18).

Bethlehem Steel Company, Bethlehem, Pa.—One of the early pioneers in construction of piggyback flats, Bethlehem now builds cars adaptable either to standard TOFC service or for auto-carrying racks. It has delivered 1,159 piggyback cars to the Cotton Belt, the Erie-Lackawanna, the Southern Pacific and Trailer Train; has orders for 193 additional cars for the two last-named companies. It reports that, currently, 681 of its cars are being used for auto racks; 585 for trailers. Bethlehem does not, itself, build racks or other equipment for handling or loading automobiles.

General American Transportation Corporation, Chicago—GATX, like Bethlehem, makes neither auto racks nor special automobile-carrying cars. It is, however, a major builder of flat cars (including the G-85 "Clejan" type) which may be used for either conventional highway trailers or just about any type of independently-produced auto rack.

It has produced, all told, 1,681 such cars, with 200 more scheduled for delivery before the end of this year. "We have no specific way," General American tells Railway Age, "of determining how many are presently in auto rack service, because of their dual capability, but we know that at least 300 racks have been built for application to our cars."

GATX flat cars are both sold and leased to railroads, or may be obtained on rental from Trailer Train and North American Car Corporation piggyback car pools. General American, itself, will lease auto racks or rack cars to the carriers.

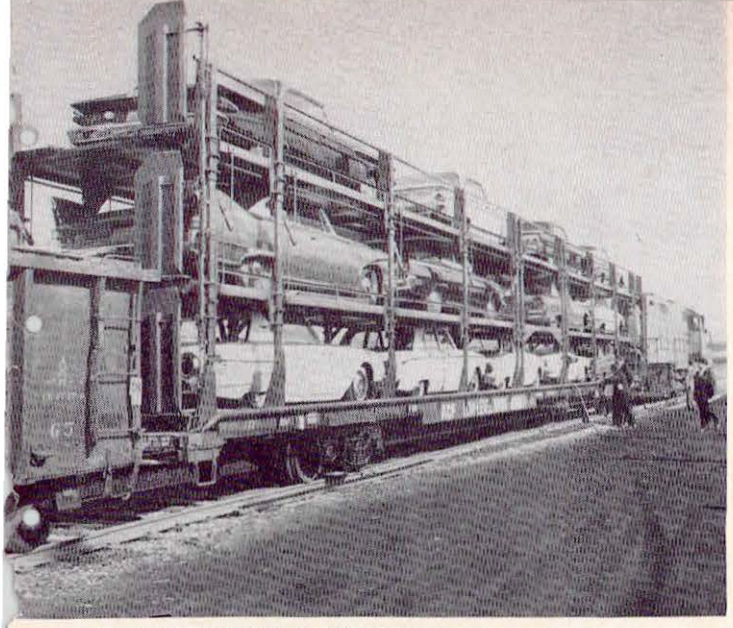
Greenville Steel Car Company, Greenville, Pa.—Greenville's present piggyback car "is of the Flexi-Van type and does not lend itself readily to conversion to an automobile rack car or to hauling automobile trailers."

North American Car Corporation, Chicago—Although it is not a car builder, North American operates an extensive pool of piggyback equipment which it leases to a number of railroads. In the specialized field of automobile transport, North American (along with B&W Enterprises, Inc., of New York) has brought to this country an Americanized version of the German "Auto-Porter." This car, adapted to meet U.S. conditions, is a bi-level, three-section unit, articulated at two points; 119 ft, 2 in. long; and designed to minimize both vertical and horizontal clearance problems. Its first revenue test came on the Baltimore & Ohio in September, when it carried a maximum load of 16 French Renault Dauphines out of Baltimore.

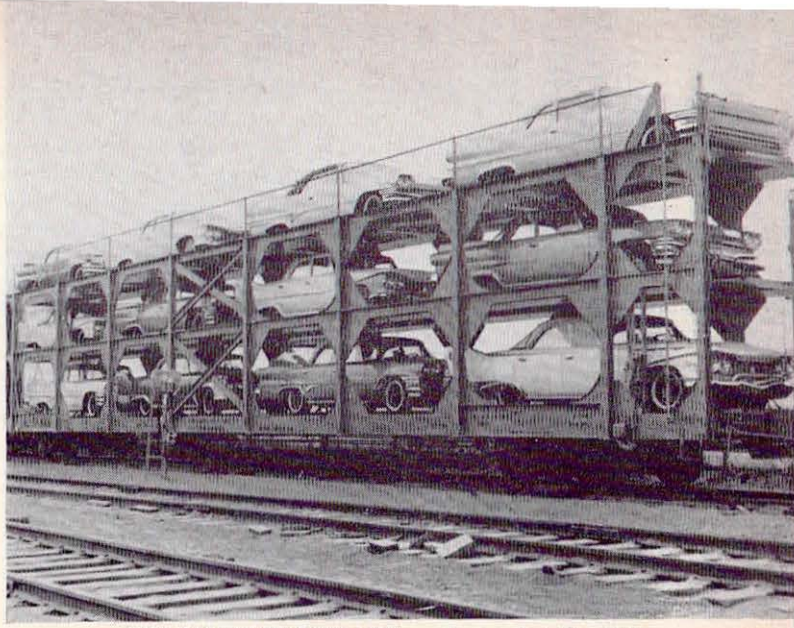
Pullman-Standard Division, Pullman, Inc., Chicago—Pullman participates in rail transport of new autos on a double basis—through its development and construction of "Tri-Dek" auto cars, and through building of three different kinds of flat cars for application of auto racks.

The "Tri-Dek" cars, developed jointly by Pullman and the St. Louis-San Francisco, can probably fairly be described as the first (and, up to now, the only) fixed-rack open cars built in volume in the United States for the specific purpose of carrying new automobiles. As such, the "Tri-Deks" appear to have been the effective patternsetter for subsequent development of the many types of demountable racks now available for converting piggyback flat cars into auto carriers.

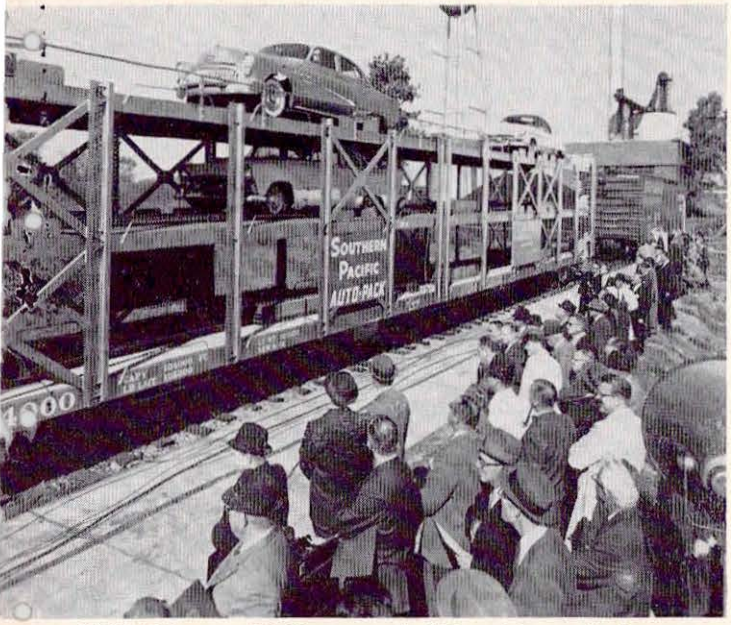
The "Tri-Dek" Auto Car itself has a rated capacity of 70 tons; approximate light weight of 102,200 lb; overall length of 83 ft; outside width of 9½ ft; and loaded height of 18 ft, 4 in. It will carry 12 full-size or 15 compact autos, or any "mix" of the two. Of welded construction, it is equipped with roller



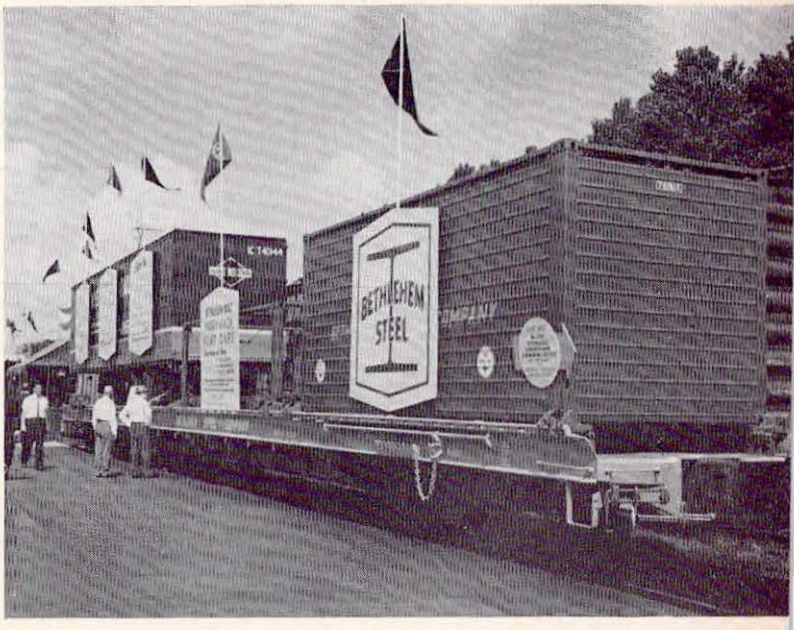
AMERICAN CAR & FOUNDRY "Carporter."



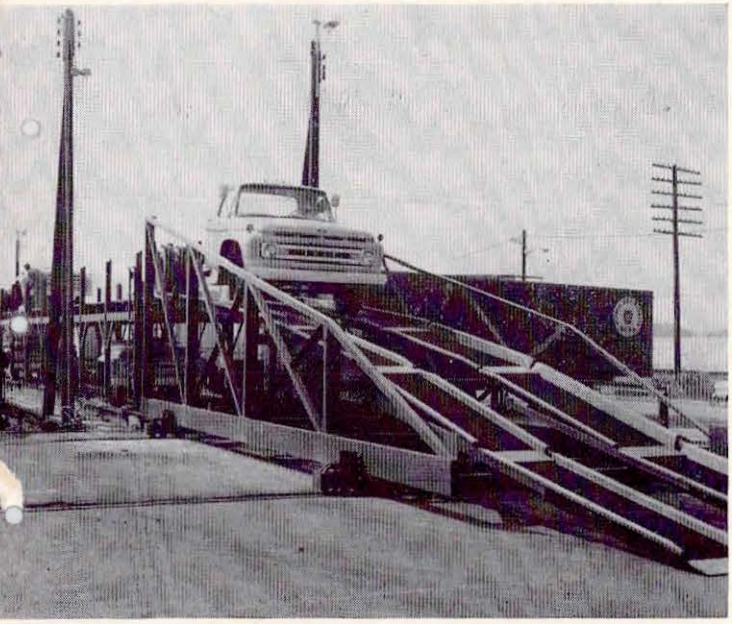
PULLMAN-STANDARD rack car for the Frisco.



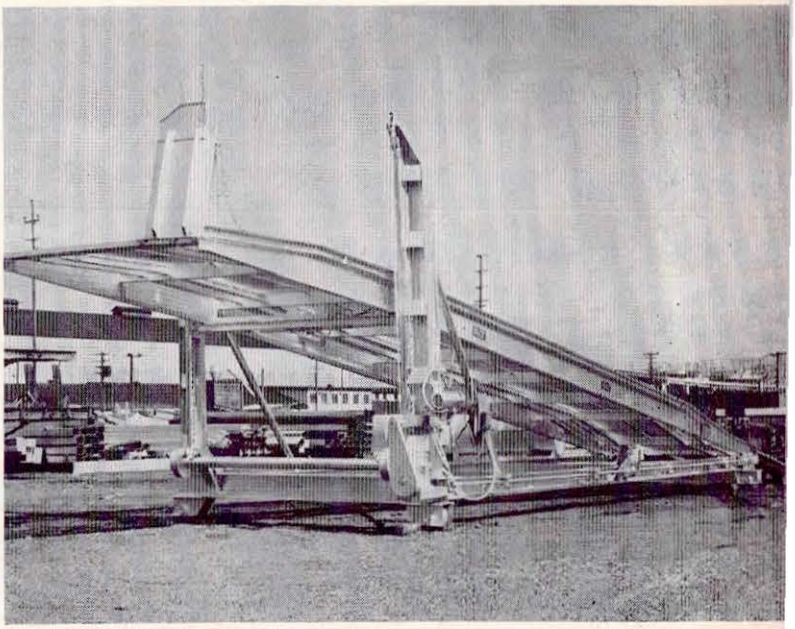
THRALL car with Evans rack, SP cushion underframe.



BETHLEHEM TOFC flats, convertible for auto racks



BUCK traveling auto loader-unloader.



PAGE & PAGE loading-unloading ramp.

bearings; Pullman-Standard's 10-in.-travel cushion underframe; and a universal tie-down system for its load. Each of the car's three levels has a full steel deck, and each deck has its own bridge plates which permit loading in the same way trailers are loaded for piggybacking. Pullman has built 130 of the cars, all for the Frisco.

Other Pullman contributions to auto transport by rail include its 85-ft PS-4PB, and 87-ft and 89-ft "Lo-Dek" flat cars, all of which require application of special auto racks. Sales include more than 700 PS-4PB's, specifically for auto carrying, to North American Car and Trailer Train; and more than 1,300 of the two "Lo-Dek" models, also for auto transport, to the Chicago Great Western; the Detroit, Toledo & Ironton; the Florida East Coast; the Western Maryland; North American, and Trailer Train.

Thrall Car Manufacturing Company, Chicago Heights, Ill.—Thrall, last September, displayed at Chicago an "Auto Rack" car which it built—one unit to date—in cooperation with the Southern Pacific and Evans Products Company.

The car utilizes SP's 20-in.-travel Hydra-Cushion underframe and a removable three-section lightweight auto rack designed by Evans. The 105,000-lb car, 87½ ft long and 9 ft 2 in. wide outside, but only 15 ft 3 in. high, has what has become virtually standard capacity— 12 standard or 15 compact autos. Thrall, however, states that, "because all cushioning is handled in the underframe, there is greater loading space on the racks—an extra 9 in. in width and about 3 ft in length" compared to some other rack-carrying cars. For the same reasons, the car is said to be potentially useful for shipment of missiles or other delicate defense components.

Trailer Train Co., Haverford, Pa.—Like North American Car, Trailer Train operates a pool of piggyback cars for lease to member railroads. While many of its cars are used for application of automobile-carrying racks, it does not directly participate in development of auto transport equipment.

General Motors Diesel, Ltd., London, Ont.—Reports "a great interest in piggyback vehicles"; but "has not done anything with specific reference to shipment of autos by rail."

These Are the Auto Racks

Virtually all auto racks now available to railroads have certain basic features in common. Generally speaking:

- They are demountable; that is, they may be removed from cars when not needed for auto traffic.
- They vary slightly in size (especially in length and in overall height) according to the type of car on which they are to be used.
- They have three decks, but, for use on restricted-clearance routes, the upper deck may be removed, and the racks used with only two decks.
- They carry, on a tri-level basis, 12 standard or 15 compact automobiles, or equivalent combinations of the two types. On a bi-level basis, with the upper deck removed, they carry two-thirds of that number.
- Their decks are adjustable, up or down, within limits, for loading and unloading and also to allow for variations in height of autos being carried.

Because the foregoing features are so standard, only exceptions to them are noted in the following descriptions of racks produced by different manufacturers.

American Car and Foundry Division, ACF Industries, New York—ACF's "Low Silhouette Carporter" auto rack is primarily designed for railroads with critical overhead clearance problems which would otherwise restrict them to auto shipments on a bi-level basis. Further to assist in meeting this height problem, it is particularly intended for use with ACF's own 89-ft "Low Level" flat car (see p. 16). On that car's flush deck, only 32½ in. above rail, the "Carporter's" overall height comes to less than 16 ft, 7 in. It can be applied also on other 89-flat cars, but at slightly greater overall height. Its tri-level weight is approximately 41,000 lb.

Loading length of 88 ft, 2 in. allows transportation, on a tri-level rack, of 12 standard cars (or, at shipper's discretion and with reduced between-car clearance, 15 of some models). It will carry 15 compact cars; 11 compact station wagons; 18 small foreign imported cars; or various combinations, such as nine standards and six compacts or 12 standards and three compacts.

ACF also makes a slightly shorter and somewhat lighter, but higher, "Carporter" which has the same capacity and same general characteristics as the "Low Silhouette" model, but which is compatible with any standard 85-ft, 87-ft or 89-ft piggyback flat.

"Carporter" sales total 261 units, delivered to the Burlington, the Rock Island, the North Western, the Great Northern, the Missouri Pacific, the Gulf, Mobile & Ohio, the Western Pacific and North American Car Corp. for lease to the New York Central, Milwaukee and Rio Grande. Another 50 units are currently on order.

Dana Corporation, Toledo, Ohio—Dana has been extremely successful in marketing a four-section lightweight "Multi-Level" auto rack which can be mounted on any long piggyback flat car, including "Clejan" cars, in either bi-level or tri-level design. With three decks, its weight is 26,500 lb.

Sales have totaled 1,050 units to 16 railroads—Santa Fe; Rock Island; Burlington; North Western; Great Northern; Northern Pacific; Chicago Great Western; Frisco; Missouri Pacific; Illinois Central; Louisville & Nashville; Texas & Pacific; Seaboard Air Line; Norfolk & Western; Reading, and Wabash. Another 250 racks are on order.

Dana racks utilize Dana's own tie-down winch. Shock cushioning is provided by Lord's bonded sandwich mountings, or shear pads. This concept, which controls both vertical and longitudinal motion, integrates custom-compounded elastomer bonded between metal plates. The outside plates are fastened between each vertical post of the rack and the car side sill. No rollers or skids are required.

Darby Corporation, Kansas City, Kan.—Darby has delivered 125 auto racks to the Kansas City Southern, the Missouri-Kansas-Texas and the Rock Island. It has 50 others on order for the Missouri Pacific, the Texas & Pacific and the Chicago Great Western.

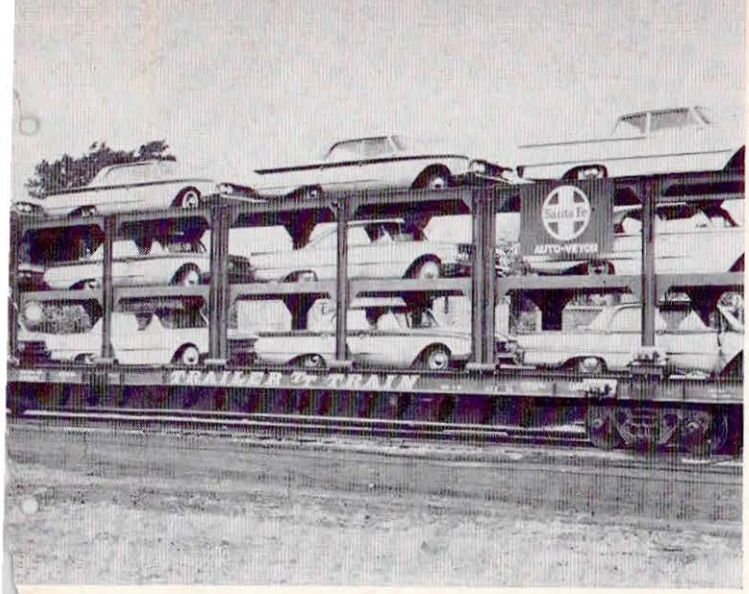
Its rack is a two-section, 40,000-lb unit, built to an overall length 2 in. less than the length over the striker castings of the car on which it is to be mounted. Drive-on clearances vary with requirements of individual railroads. On standard height flat cars, Darby racks are normally installed with 62-in. drive-on clearance between decks and an overall height of 14 ft, 2 in. from top of rail to tread of top deck.

Accessories include Darby positive-locking tie-down winches, with Columbus-McKinnon and Ryerson chains, and National Castings cushioning springs and rubbers. The racks are available to railroads by outright purchase, by lease or by lease-purchase.

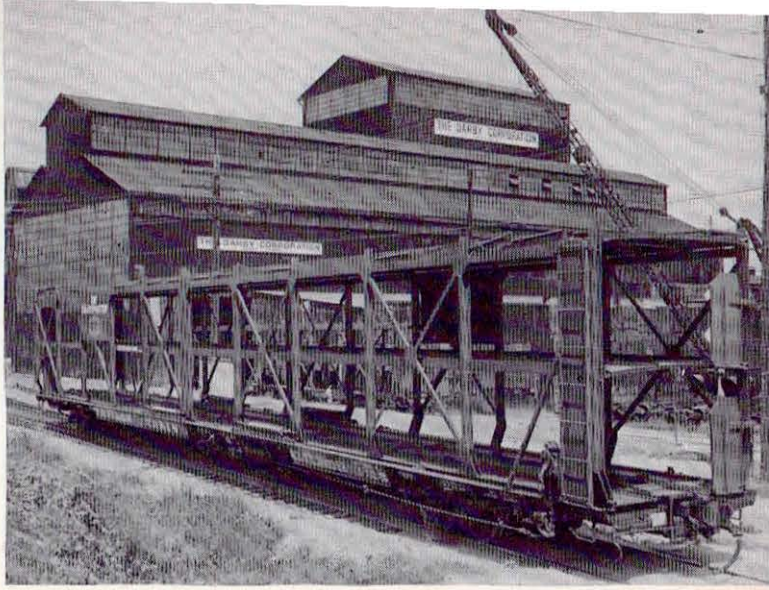
Evans Products Co., Plymouth, Mich.—To supplement its long-time interest in manufacture of loading devices for shipment of automobiles in box cars, Evans has recently developed an open-car auto rack. Prototype of the device has been mounted on a Hydra-Cushion auto car developed jointly by Evans, Thrall Car Manufacturing Company and Southern Pacific.

This "Tri-Level Auto Loader" is built in two sections. Its weight (mounted) is 109,200 lb; length, 87 ft; maximum height, 15 ft, 4 in.

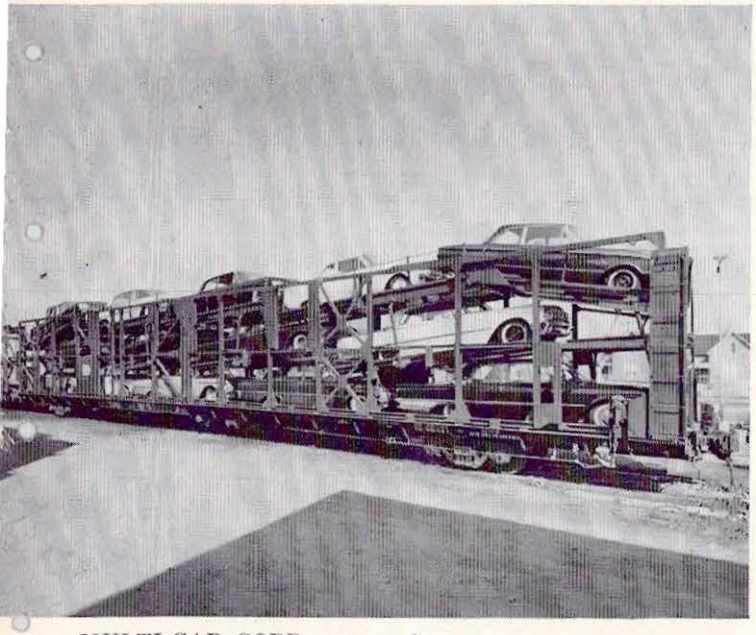
Impact tests of the Thrall-Evans-SP



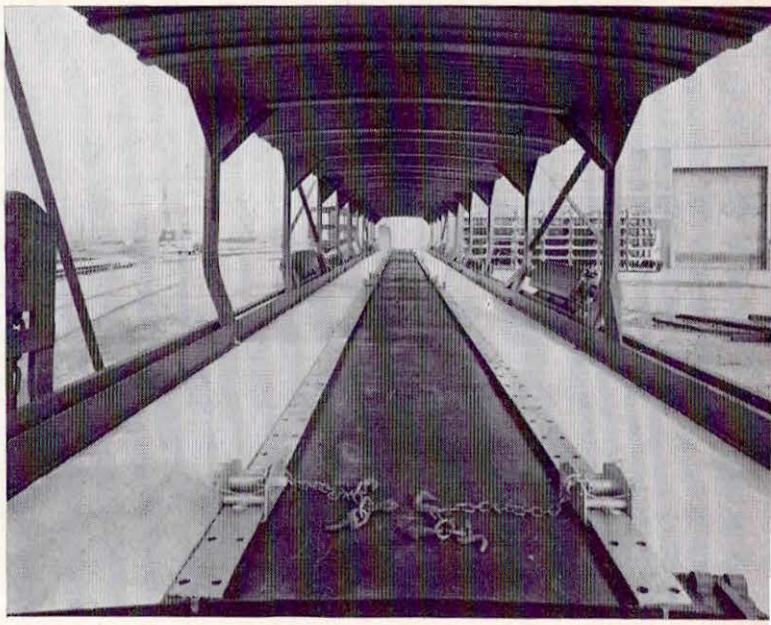
DANA CORP. auto rack.



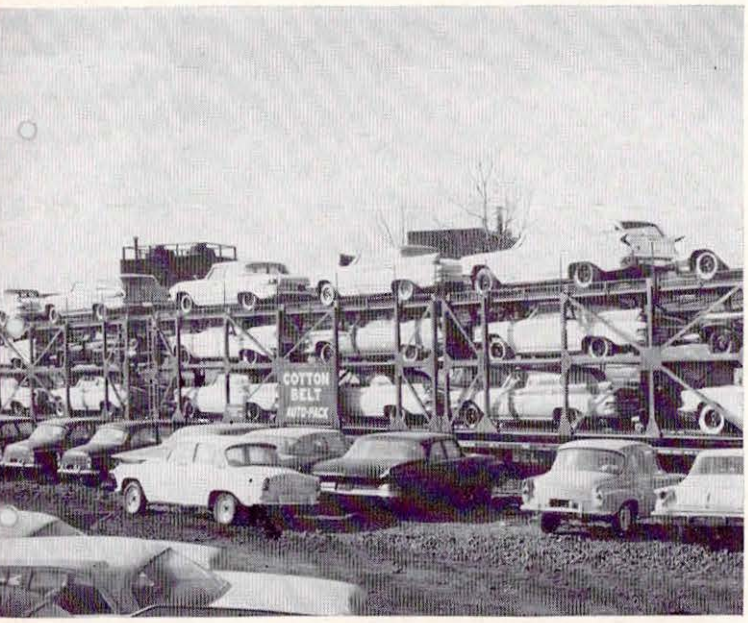
DARBY CORP. auto rack.



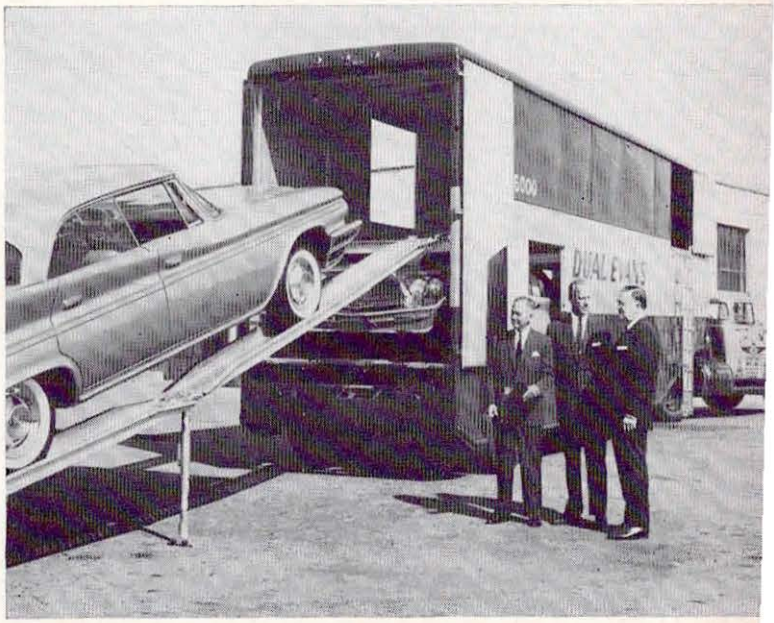
MULTI-CAR CORP. auto rack.



PARAGON BRIDGE & STEEL CO. auto rack.



WHITEHEAD & KALES auto rack.



DUAL-EVANS convertible auto-dry freight trailer.

car held on Evans' own inclined test track at Plymouth late in October, in the presence of some 70 railroad men and auto shippers, were reported to be "very successful."

Multi-Car Corporation, Detroit—This company's "Multi-Car Carrier" is a 48,000-lb, two-section demountable rack with capacity of 12 standard automobiles, plus two compacts or two pick-up trucks. It is intended primarily for application to Pullman's 89-ft "Lo-Dek" flat car; mounted on that, the rack has an outside width of 9 ft and a height of 16 ft, 8 in. Specialties include a Whitehead & Kales hydraulic actuating system.

The Southern has taken delivery of 25 of these racks, and has another 27 on order.

Paragon Bridge & Steel Company, Novi, Mich.—Paragon says it "takes particular pride in having delivered over 1,000 automobile shipping racks in the last year." As of last spring, more than 600 of this number were in service on the Atlantic Coast Line; the Burlington; the Chesapeake & Ohio; the Clinchfield; the Florida East Coast; the Gulf, Mobile & Ohio; the Missouri Pacific; the Norfolk & Western; the Seaboard Air Line; the Texas & Pacific; the Union Pacific, and the Wabash. All of these were then mounted on standard 85-ft TTX cars, except that most of the FEC racks were on FEC-owned 85-ft cars, and ACL tri-level racks were on TTX-owned Pullman "Lo-Dek" cars.

Paragon actually produces a well-diversified line of racks, including "Lo-Hi-Tri" and "Bi-Tri" models. The latter appears to be unique in the field, in that, while it has only two decks, it can carry a regulation load of 12 regular, compact or mixed automobiles, six on each deck. This is achieved by loading the cars on a slant, so the front axle of each car is raised over the tail of the one in front.

In most other respects, Paragon racks follow what may be described as the normal pattern as to load capacity, capability for mounting on almost any available type of flat car, adjustable heights, etc.

Whitehead & Kales Company, River Rouge, Mich.—A pioneer in auto-rack construction, Whitehead & Kales has delivered more than 2,000 of its two-section bi- and tri-level "Auto Packs" to various railroads and leasing companies, and has what it describes as a "normal operating backlog" of racks on order.

W&K racks can be mounted on "all piggyback cars," including those of the Clejan type. Maximum weight, for a tri-level rack on a Clejan car, is about 44,000 lb; maximum height, about 18 to 18½ ft.

Load capacity is standard, i.e., 12 regular or 15 compact cars, or various equivalent combinations, on a three-deck rack. There is, however, one important exception—some W&K racks will handle 5 or 6 compact commercial vehicles per deck.

Marine Industries, Ltd., Sorel, Que.—This Canadian car builder reports that it is presently "working with the Holden Company, Canadian agents for the Dana Corporation, on the possibility of manufacturing tri-level racks for the Canadian National." These will be demountable, for use with conventional flat or piggyback cars, but are likely to be applied first on some of the CN's existing standard flat cars.

Marine also has manufactured Evans ramps for carriage of automobiles in box cars. These were made for Evans' Canadian representative, International Equipment Company.

Dual-Evans Corporation—As a possible variation on the auto rack theme, there is now available a versatile new dual-purpose trailer designed to haul automobiles from factory to dealers, but quickly convertible for a return haul with dry package freight. Developer is the Dual-Evans Corporation, jointly owned by Evans Products Company of Plymouth, Mich., and Dual Motors Corporation of Detroit.

The new vehicle can move on railroad flat cars in piggyback service, or over a highway on its own wheels. "It is," Evans says, "the first device which enables railroads to pick up automobiles at the factory and move them tightly covered and sealed directly to dealers." It can be converted from auto hauler to dry freight carrier, or back again, in less than 10 minutes, without special tools; has standard dock-height floor which permits loading or unloading with mechanized equipment.

It is available in both single- and tandem-axle units. Each is 91 in. wide and 90 in. high (inside, with racks raised). The single-axle type is 37 ft long, inside, with capacity of 2,100 cu ft; the tandem model has an inside length of 39½ ft and capacity of 2,-246½ cu ft. Automobile capacity is four vehicles.

These Are the Auto Loaders

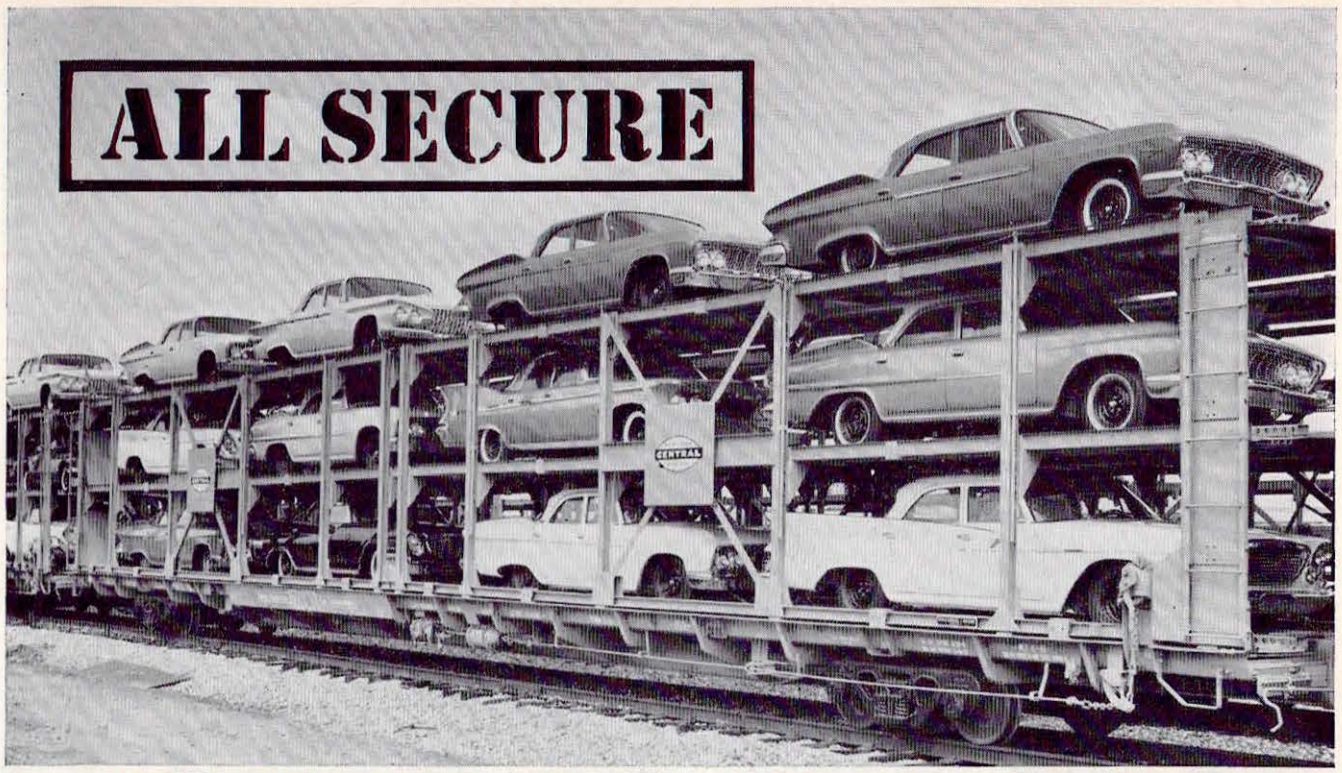
The rapid expansion of auto transport on rack or rack-equipped cars has been followed—and likewise facilitated—by development of special loading and unloading ramp devices. These may be fixed; fully portable, or semi-portable, i.e., mounted on transverse wheels for lateral movement across stub ends of several tracks in a given terminal.

All the ramps are adjustable in height, to load or unload automobiles between ground level and any deck of an auto rack car.

Buck Equipment Corporation, Cincinnati, Ohio—Getting an early start in construction of mobile auto ramps, Buck has delivered 81 units of eight different models of its "Multilevel Auto Loader" to 20 railroads and two automobile manufacturers. The auto companies are Ford and General Motors (Chevrolet Division). The railroads are the Santa Fe; Coast Line; Burlington; Milwaukee; North Western; Rock Island; Rio Grande; FEC; Illinois Central; L&N; New York Central; Norfolk & Western; Pennsylvania; Frisco; Cotton Belt; Seaboard; Texas & Pacific; Union Pacific; Wabash, and Western Maryland.

Page & Page Company, division of Dura Corporation, Portland, Ore.—Though newer in the field than Buck, Page & Page manufactures all three basic types of auto loading ramps, i.e., dock-mounted, tire-mounted portable and transverse rail-mounted. It has delivered a total of 14 units to the Southern Pacific, the Northern Pacific and the Santa Fe, and has two more on order for the Chevrolet Division of General Motors Corporation. Its ramps are available by purchase, by rental or by lease-purchase.

Dana Corporation, Toledo, Ohio—In addition to manufacturing demountable auto racks for piggyback cars, Dana also produces a car-mounted loading-unloading ramp structure. This consists, essentially, of a ramp mounted between uprights on any standard flat car more than 40 ft in length. The ramp itself is raised and lowered by four jack screws operated in pairs and handled by one man if necessary. In use, the ramp car is coupled to the rack cars which are to be loaded or unloaded, and one end of the ramp is raised to the height of the deck to be served. For loading or unloading bottom deck, both ends of ramp are raised and automobiles driven beneath it.



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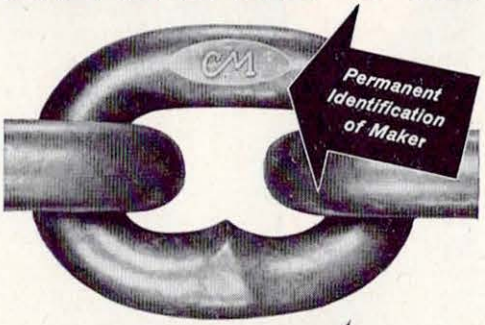

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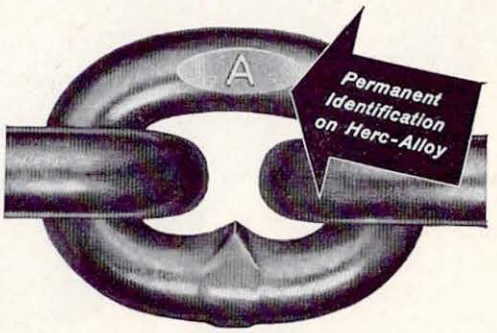

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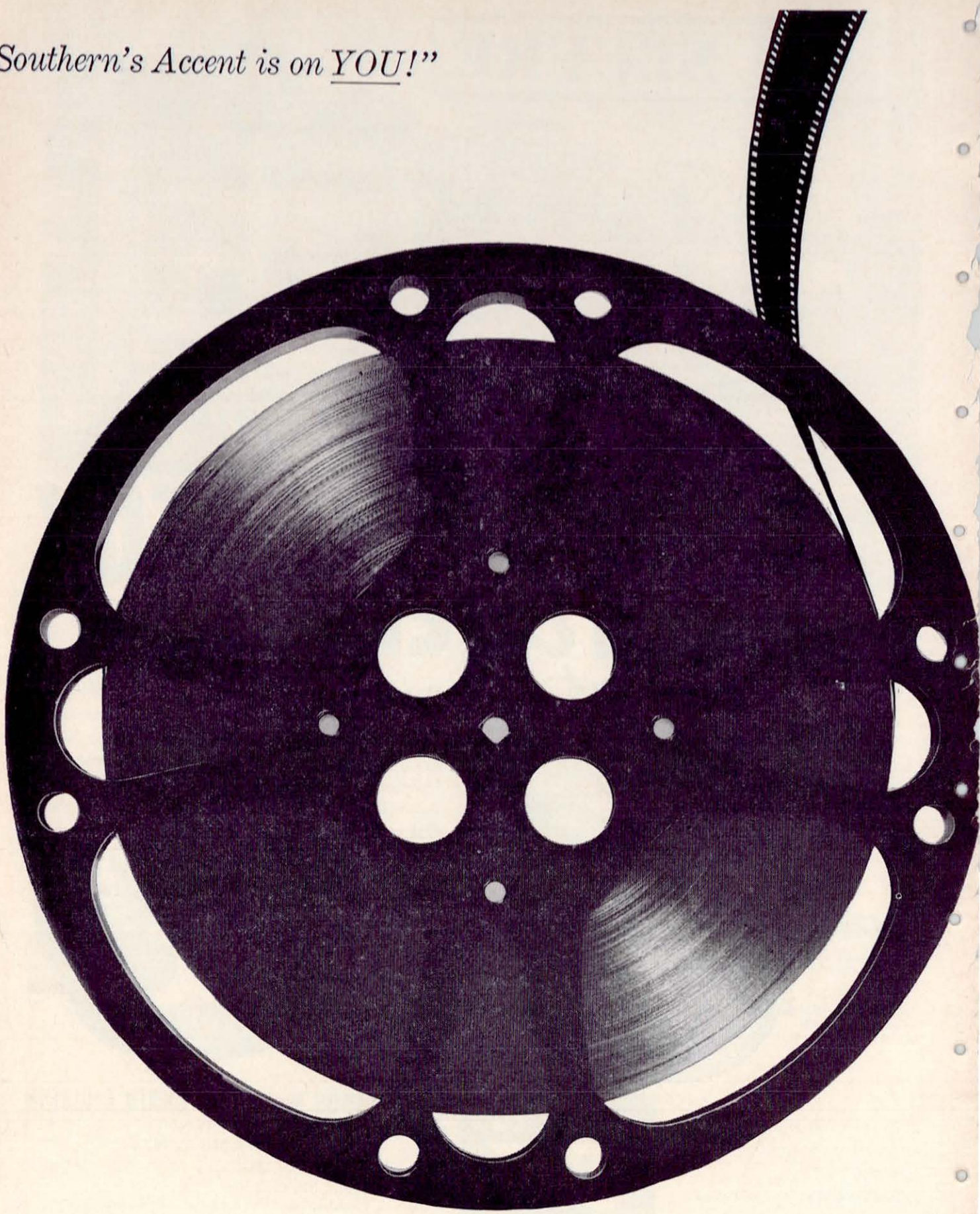

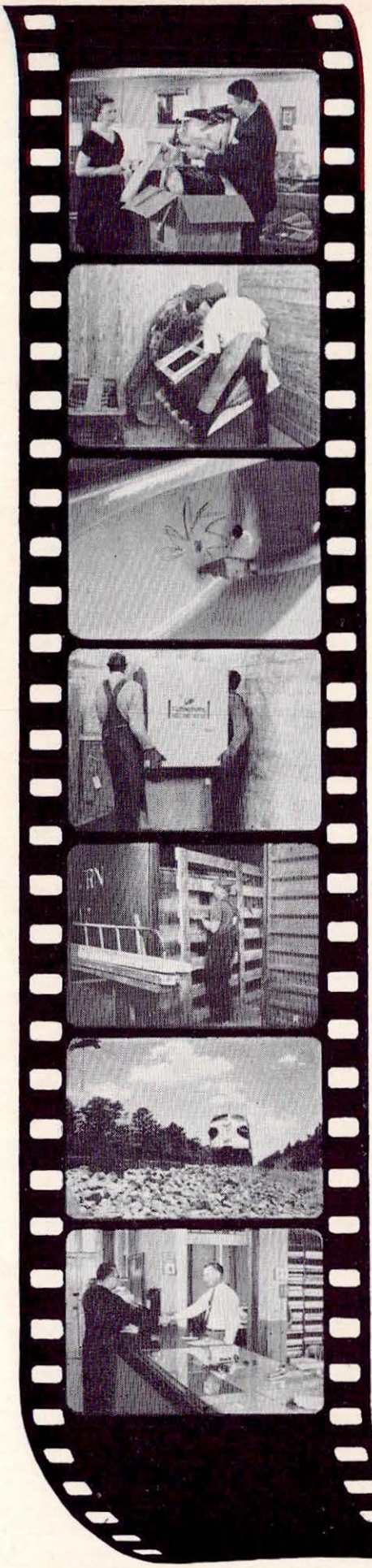

Guess who stars in our new movie...

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That's right. You're not in it. Chances are, you'll never see it. But you and your freight are the feature attractions in this show.

Produced in color by Southern's operating department, our movie, *No Rough Stuff*, is a 13-minute course of instruction on the "do's-and-don'ts" of handling, loading and stowing less-than-carload shipments.

We know that our customer relations (and yours, too) take a nose dive when shipments do not arrive safely. That's why we continue a year-round campaign, of which this film is a part, to do everything possible to prevent loss and damage to your freight when it is entrusted to us.

Everyone who helps move your freight over the Southern is a member of our loss and damage prevention team. For them, "no rough stuff" is the order of the day—*every* day!

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THE SOUTHERN SERVES THE SOUTH

PHYSICAL DISTRIBUTION EXPENSES PER ONE MILLION DOLLARS EXPENDED

SELECTED INDUSTRIES

ITEMS OF EXPENSE	INDUSTRY X Cost	INDUSTRY X % of Cost	INDUSTRY Y Cost	INDUSTRY Y % of Cost	INDUSTRY Z Cost	INDUSTRY Z % of Cost
Packing for Shipment Expense	$ 102,000	10.2	$ 120,000	12.0	$ 1,000	.1
Shipping Department Expense	79,000	7.9	42,000	4.2	75,000	7.5
Traffic Department Expense	46,000	4.6	22,000	2.2	12,000	1.2
Loss and/or Damage Expense	5,000	.5	3,000	.3	100	.0
Property Insurance	11,000	1.1	13,000	1.3	1,000	.1
Branch or Warehouse Expense	223,000	22.3	15,000	1.5	.....	.0
Property Taxes	29,000	2.9	17,000	1.7	2,000	.2
Freight to Branches or Warehouses	304,000	30.4	126,000	12.6	.....	.0
Freight to Customers	194,000	19.4	642,000	64.2	908,900	90.9
Freight Allowance on Volume Shipments	7,000	.7	.....	.0	.....	.0
TOTAL	$1,000,000	100.0	$1,000,000	100.0	$1,000,000	100.0

What Are Distribution Costs?

By RICHARD A. STUART, General Traffic Manager, Whitehall Laboratories Division of American Home Products Corporation

In the past decade the term "physical distribution" has become widely used, often defined but all too frequently misunderstood.

Disregarding for the moment some of the fancy titles that have been, in recent years, associated with various functions of management, basic economic motives remain the same. The reason for the existence of money, men and machines today is the same as it was 50 or 100 years ago—to manufacture and sell, at a profit, something that is needed.

Today, however, the size of many corporations necessitates divisions of functions which, in many smaller companies, are consolidated. Furthermore, technological advances in certain fields have resulted in departmental status for elements of business that were formerly a part of sales or of production, etc.

Whether or not they are defined as such, the following functions concerned with distribution are normally present in most manufacturing concerns in pretty much the order stated:

1) Market research
2) Product development
3) Product testing
4) Production planning
5) Purchasing
6) Production
7) Quality control
8) Inventory control
9) Advertising
10) Sales promotion
11) Selling
12) Physical distribution

Of primary concern to this discussion is the physical distribution phase, which involves preparation for shipment, and storage and movement of commodities from the time they are ready to be purchased until they are delivered into the hands of the purchaser. This is emphasized because, in the zealous efforts of some students of business administration, it is advocated that a Director of Distribution include in his responsibilities authority over such functions as inventory control, marketing and purchasing. Of course, physical distribution is related to these things. It is equally associated with finance, personnel, product development and every other phase of modern business. No phase is an island unto itself! But let's not have the Director of Distribution replace the President!

The word physical relates to material things while the word distribution denotes an act of apportioning—of dealing out. As commonly used by business administrators, the phrase "physical distribution" means the dealing out of material things. When people refer to costs involved in physical distribution they normally include only those incurred to package, store or move the finished product. There is no intention here to imply that inbound movements or storage of raw and packaging materials are subordinate functions. On the contrary, in many industries the cost of moving supplies to production lines greatly exceeds those of getting finished goods to consumers. Further, control of inbound movements is customarily and rightfully incorporated in the overall departmental structure of physical distribution. (As with all departments, there may be incidental functions performed in conjunction with phases of physical distribution that are unrelated to it, e.g., a warehouse may have a section devoted to the processing of customer returns, a traffic department may secure hotel and passenger reservations for the company's executives, etc.)

The basic elements of expense that comprise the function of physical distribution in most industries involve some or all of the following:

1) Packing for shipment expense
2) Shipping department expense
3) Traffic department expense
4) Loss and/or damage expense
5) Property insurance
6) Branch or warehouse expense
7) Property taxes
8) Freight to branches or warehouses
9) Freight to customers
10) Freight allowance on volume shipments

The amount spent for each category will differ from industry to industry (see accompanying table) depending upon a multitude of factors and company policies. Among these are:

a) Packing necessary to make safe shipment
b) Whether orders are filled only in multiples of standard containers or whether repacking is allowed
c) Size of minimum order handled
d) Average size of order handled
e) Value of products stored and shipped

f) Classification ratings
g) Susceptibility to loss and/or damage
h) Extent of insurance coverage desired
i) Location of warehouse and shiping facilities (on or off-track, high or low rent and/or labor area, high or low tax rate, etc.)
j) Transit time necessary (choice of water, rail, truck, air)
k) Inventory control policies
l) Back order policies
m) Freight allowance policy

Transportation or freight expense would range anywhere from 50% to 90% of the distribution dollar, depending upon the type of industry and the policies adopted.

Each of the 10 categories of expense deserves a brief explanation as to what portions of them are applicable distribution costs.

Packing for shipment is an expense incurred only to insure safe storage and ease of handling. In effect, it is a necessary evil. If it were feasible, a can of peas would be stored and shipped in the same manner as the consumer purchases it.

Shipping department disbursements are obtained from regular departmental expense accounts which include both controllable costs (salaries, uniforms, etc.) and constant expenses (heat, depreciation, etc.). Some phases of this function may be chargeable to other corporate activities (mailing of consumer samples, shipping rejected materials back to a supplier, etc.) and accurate records should be maintained to insure that costs are assigned to the proper function.

Traffic department expense likewise may include services unrelated to physical distribution, such as obtaining passenger reservations. Estimates should be made of labor dollars assignable to each major function and the departmental expense account apportioned accordingly.

The loss and/or damage deficit is an appropriate charge to physical distribution; where merchandise cannot be accounted for in a saleable condition the account should be assessed on the basis of what would have come in had the shipment been properly delivered. To offset these charges, distribution should be credited for all amounts recovered from warehouses, carriers or insurance companies as a result of claims filed. Losses on shipments moving on a released value, which are in excess of the amount claimable from the carrier, are applicable distribution charges since the released value clause was entered on the bill of lading solely to save distribution costs.

Transit insurance, as well as insurance on property stored either in plants or warehouses, is chargeable to distribution because this cost varies with the number of warehouses, the mode of carriage and the packing given the products in addition to the length of haul and the value of the product. The amount assignable to physical distribution will have to be apportioned in some manner if an all-inclusive policy is issued covering both inbound and outbound storage and transit.

Branch or warehouse expense is included where the service is provided to improve deliveries to customers, reduce overall physical distribution costs or relieve congestion of storage facilities at plants or any combination thereof. If, however, the branch or warehouse is established to render technical advice on products being sold or to house sales representatives, perhaps none or only a portion of the expense should be allocated to physical distribution.

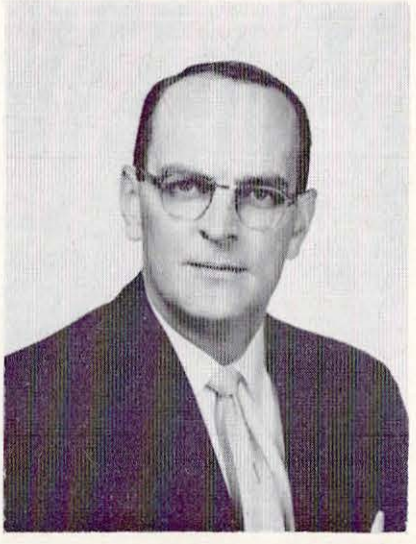
Property taxes on storage of finished goods both at plants and warehouses are frequently included in the respective departmental expense accounts. If this is not the case, an account should be established so appropriate tax charges can be included in the overall distribution costs.

Freight to branches, warehouses or customers is the backbone of physical distribution expenses. Only the cost of transporting finished goods for sale, however, should be included here.

Freight allowances on volume shipments, when offered, are done to reduce overall distribution costs, e.g., making one carload shipment to a customer rather than 60 individual less-carload shipments. Physical distribution is therefore rightfully debited for the allowance in return for the savings that it incurs by not making innumerable small shipments.

Thus, the total cost concept of physical distribution, which has become more and more prevalent in modern business, covers all expenses of all activities concerned with moving finished products to the consumers. The amount will vary tremendously with the type of product and company policies. Before making decisions on plant location, warehouse location, mode of carriage, etc., progressive managements will first investigate what effect the change will have on all factors of physical distribution expense.

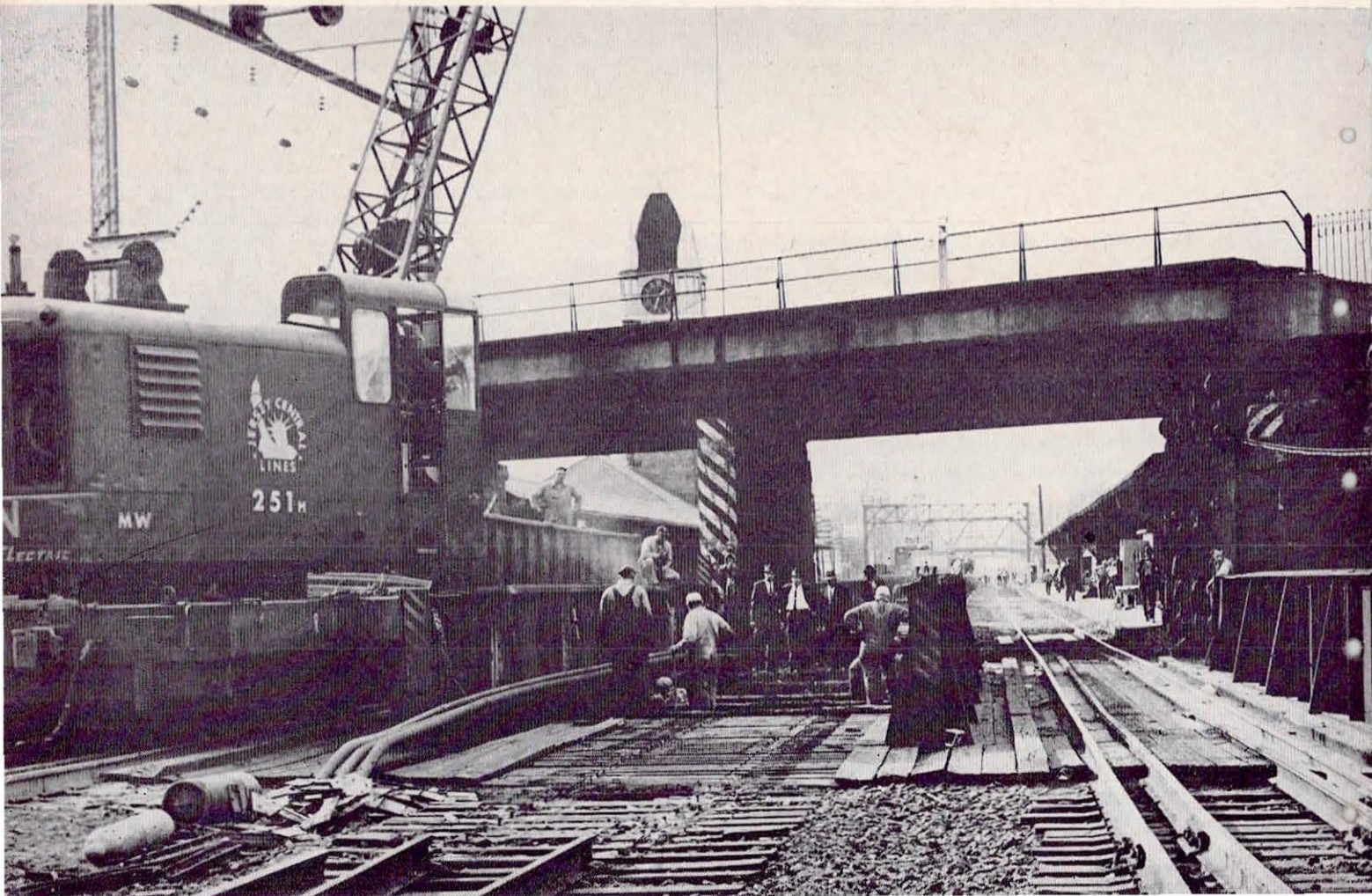
R. A. Stuart, prior to becoming general traffic manager of American Home Products' Whitehall Laboratories Division, was traffic manager of the Mennen Company and warehouse and traffic manager of the J. B. Williams Company. He is an instructor in transportation economics at the Academy of Advanced Traffic in New York, and a seminar leader for the American Management Association. He is a director of the Eastern Industrial Traffic League; a past chairman of the Drug & Toilet Preparation Traffic Conference; and a former vice president of the National Small Shipments Traffic Conference. He is a member of the National and New Jersey Industrial Traffic Leagues; American Society of Traffic & Transportation; Association of Interstate Commerce Commission Practitioners; Atlantic States Shippers Advisory Board, and New York Traffic Club. A graduate of the Unversity of Hartford (A.A., A.S., B.S.), he also attended Boston University School of Law.



JERSEY CENTRAL'S CLEARANCE PROBLEM at Elizabeth, N.J., comes about because JCL is sandwiched into a 16-ft space between one of the city's major streets below and the main line of the Pennsylvania above.

DEPRESSING ONE TRACK of the four-track JCL main line is the solution JCL engineers chose to correct the low-clearance problem. Track 2 is being dropped to make a through track available for handling high loads.

Piggyback



COMPLICATING THE PROBLEM is the fact that Central's heavy commuter service has to be maintained while work goes on.

Bottleneck Is Ended by JCL

When work is completed next week on Jersey Central's Broad St. bridge at Elizabeth, N.J., one of the major obstacles to the easy movement of TOFC traffic via the B&O-Reading-JCL route will have ended. For many years, Jersey Central has had a clearance of only 16 ft at Elizabeth where the road has a three-level crossing, under the PRR and over Broad St.

After next week, the road will have 17½-ft clearance on one of its four tracks, Track 2. This will permit passage of 13½-ft highway trailers, as well as other oversize loads. The work is part of an extensive program B&O and its connections have under way to improve piggyback clearances between Chicago and Jersey City (RA, Nov. 20, p. 17).

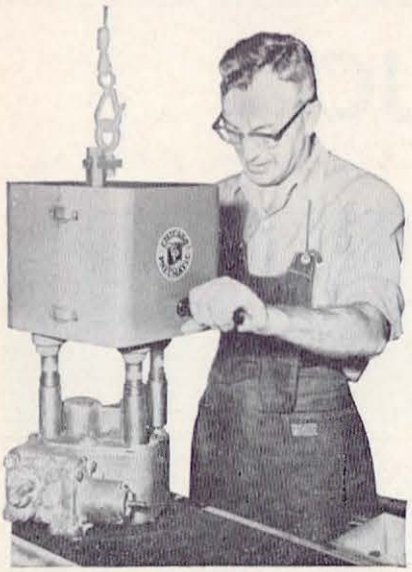
The work at Elizabeth is under the direction of Jersey Central's chief engineer, B. J. Minetti. Although improving clearances at Elizabeth has been discussed many times in the past, the problems imposed by the fixed grade of the PRR line above, and Broad St. below, have kept the project from being undertaken.

With the rapid growth of piggyback

(*Continued on page 51*)

NEW BRIDGE FLOOR BEAMS, of all-welded construction field-bolted with high-tensile-strength bolts, are 18 in. lower than old beams.

cut AB valve maintenance time



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...AB Valve Kits speed up valve removal and replacement

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For full details on how to cut your AB valve maintenance time, write to: *Chicago Pneumatic Tool Company, 8 East 44th Street, New York 17, New York.*

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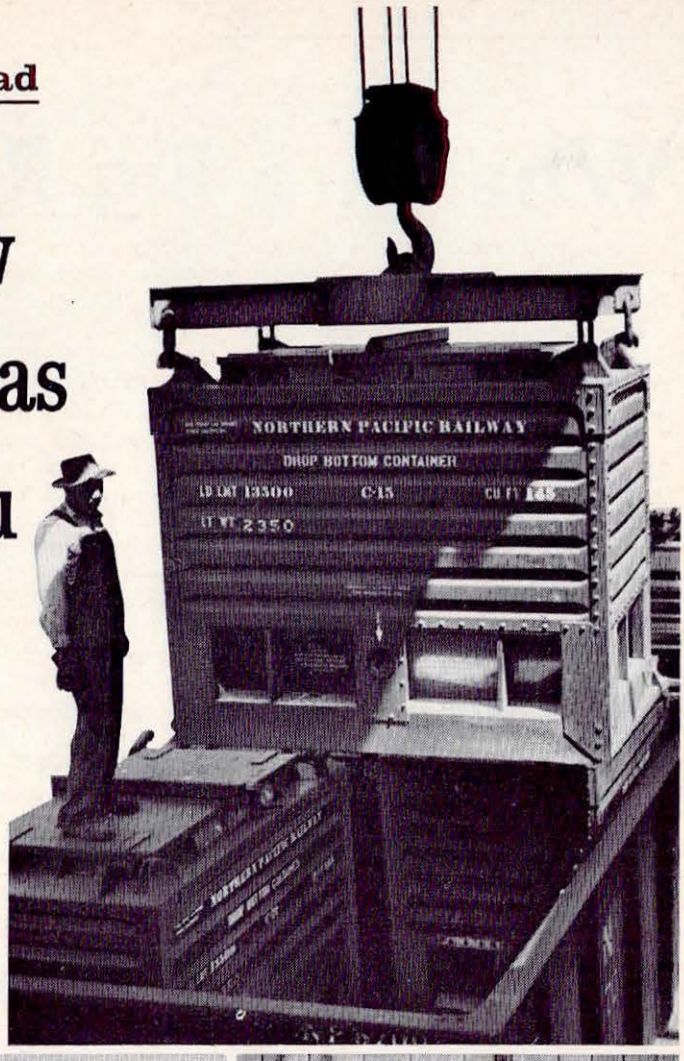
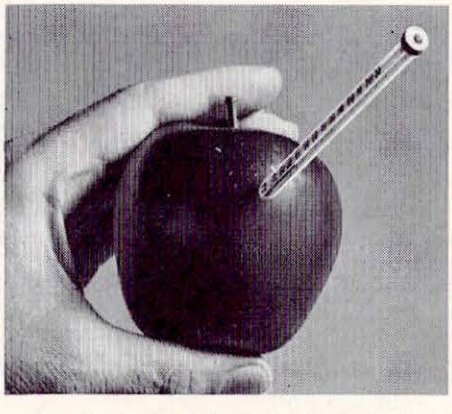
This is the way to run a railroad

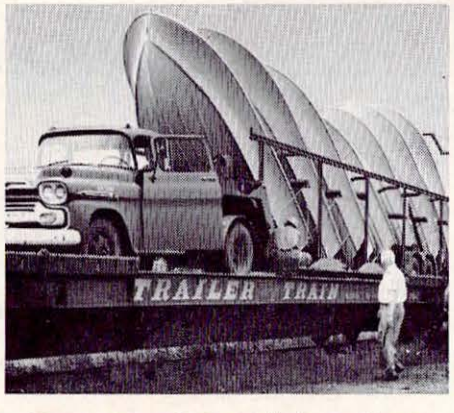
One of these 3 new freight-moving ideas might work for you



Industrial sand rides the rails in specially-designed steel drop bottom containers, slides easily into hoppers at destination. Less sand is spilled and wasted, and unloading time is slashed, compared to old way of shipping in boxcars. Backhauls of fabricated products in the same containers results in an overall annual saving of more than $35,000 for this happy shipper.



Apples move from packer's dock to flatcars to consignee's dock—via NP's fleet of refrigerated trailers. Temperature and humidity are carefully controlled. Supplementing our regular refrigerated car service, this new service is designed for receivers in North Dakota and Minnesota not located on rail sidings.



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NIT League Supports Rate

► **The Story at a Glance: National Industrial Traffic League President R. M. Boyd set the tone for the League's 1961 annual meeting when he called for regulation of transportation for the benefit of the public as a whole and not for the benefit of vested interests.**

In two days of gruelling sessions Nov. 16-17, NITL opposed further restrictions on rate-making freedom; federal subsidies for commuter services; compulsory arbitration in labor matters; rate differentials, and the proposed national transportation census.

The League reaffirmed or established policies supporting common ownership or coordination; expansion of piggyback services; mergers and consolidations "which will tend to strengthen the transportation industry," and legislation prohibiting discriminatory assessment of railroad property for purposes of state and local taxation.

As he called to order the 54th annual meeting of the National Industrial Traffic League in Denver Nov. 16, NITL President R. M. Boyd declared that the "Hoffa Bill" and similar legislation "would put rate-making in a strait jacket." He urged League members to join in a grass roots approach to make their views on such legislation known to every member of Congress.

League members, professional buyers of transportation services, evidenced their concern that Congress might bow to pressure groups and hamstring the limited rate-making freedom now available to the transport industry. They backed Mr. Boyd by adopting unanimously a general statement of policy which urges amendment of the Interstate Commerce Act so carriers may price their services to "reflect the cost advantages each has to offer so that in every case the public may exercise its choice in the light of the particular task to be performed." NITL policy on rate-making now supports the principle of intra-modal as well as inter-modal competitive freedom.

The League supplemented its new policy statement on rate-making by suggesting specific changes in the present rate-making rule of the Interstate Commerce Act. NITL wording would broaden the rule to cover all modes of transportation by empowering the Interstate Commerce Commission to consider the need of "adequate and efficient transportation service." [Present wording of Section 15a(2) refers only to the need of "adequate and efficient railway transportation service."]

Countering the restrictive wording proposed for Section 15a(3) by S. 1197, the Hoffa Bill, and its companion proposal H.R. 5937, the League supports greater rate-making freedom by urging Congress to drop the phrase "giving due consideration to the objectives of the National Transportation Policy declared in this Act." As a further amendment, to paragraph 3 of the rate-making rule, the League would add a sentence emphasizing that rates should reflect cost advantages of competing forms of transportation, thus permitting shippers to determine the most economical service available to them.

In lively sessions marked by frequent floor debates, League members heard and acted upon recommendations of 29 standing and nine special committees. Two recommendations by the Special Committee on Transportation Outlook and Policy precipitated heated floor debates before being turned down in final voting. The committee had recommended continuation of the League's policy favoring repeal of the "Commodities Clause" contained in Sec. 1(8) of the Interstate Commerce Act. The NITL Executive Committee, acting in advance of the annual meeting, failed to approve this recommendation. It suggested instead that the League reverse its long-standing policy and, in effect, go on record as favoring retention of the commodities clause.

An hour-long floor fight over the conflicting recommendations resulted in a major change in League policy. By a vote of 130 to 86, the NITL withdrew its support of railroad efforts to gain repeal of the clause and further declared that "there is no need for enactment of a commodity clause in Parts II, III or IV of the Act as to carriers other than railroads."

Railroad efforts to limit provisions of the agricultural commodities exemption clause to farm-to-initial-market movement gained momentary support from a committee proposal that the clause be amended to make exemptions "apply only to movement of such commodities from point of production to a point where such commodities first pass out of actual possession and control of the producer." The committee had "rejected as impractical" the alternative of extending to railroads the same exemptions on agricultural commodities now afforded motor carriers.

A lengthy floor fight just about eliminated any support the committee's recommendation had at the outset, and the League failed to take a stand on the question of exempt agricultural commodities. The Committee on Unregulated and Unauthorized Transportation also considered the subject and will make its recommendations at the next annual meeting following completion of a study to determine the extent to which industry will consent to a roll-back of the commodities now exempt.

Following the ICC decision to turn down proposed "guaranteed rates" in the "Carpet Case" because of the destructive-competition phrase in the Act, and not because of the level of the rates, the League reviewed and strengthened its policy statement supporting freedom to experiment with new techniques of rate-making. The League had previously supported techniques that gave promise of increased traffic with "benefits to shippers and without creating destructive competition." Declaring that "losing business to a competitor, in industry or transportation, could possibly be construed as destructive" and that there is "ample protection elsewhere in the Act for any injured party," the League voted to sharpen its support of guaranteed or contract rate proposals. It did so by eliminating any reference to destructive competition in its statement so its policy "wouldn't be subject to varying interpretations of interested parties or regulatory agencies."

The League also approved the following recommendations of its Special Committee on Transportation Outlook and Policy on topics of particular interest to railroads:

- Reaffirmed opposition to S. 1089, which would make unlawful certain discriminatory rates, charges and practices.
- Reaffirmed League policy favoring common ownership or coordination of transportation facilities after reviewing the subject from the standpoint of the relationship between railroads and barge lines.
- Strengthened opposition to federal subsidies for transportation by adopting as policy the statement: "Commuter service is basically a matter of local concern and all problems in connection therewith should be solved at the local level without any Federal interference or assistance whatsoever."
- Recognized that in some local situations voluntary arbitration of transportation labor matters might have merit but, as a matter of policy, opposed "any legislation which would establish compulsory arbitration in labor matters in the transportation industry."

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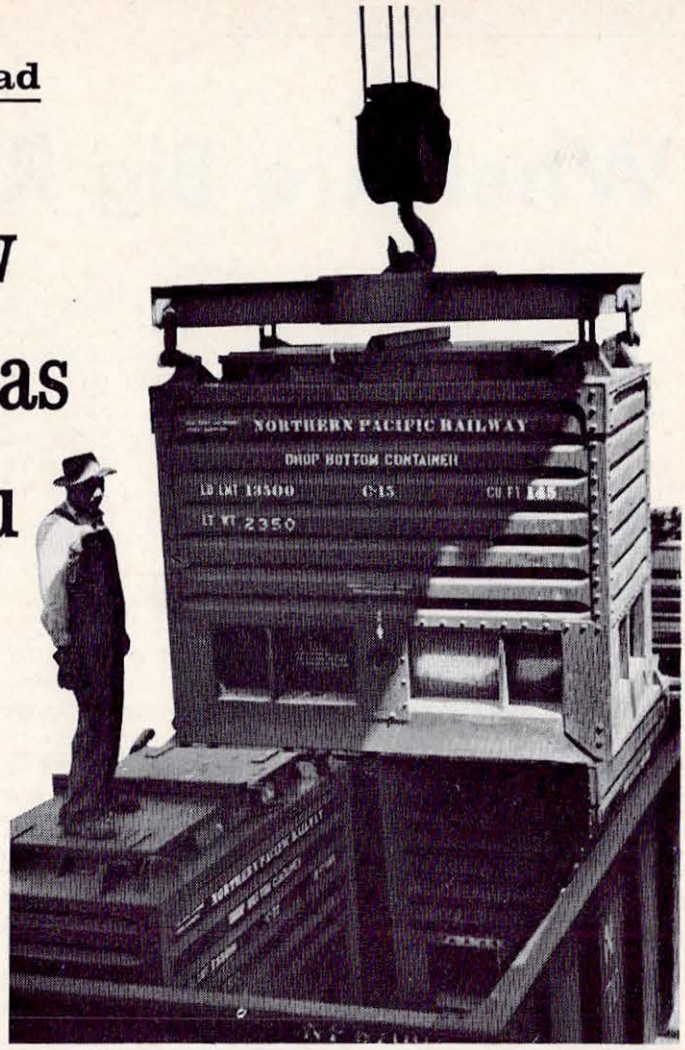

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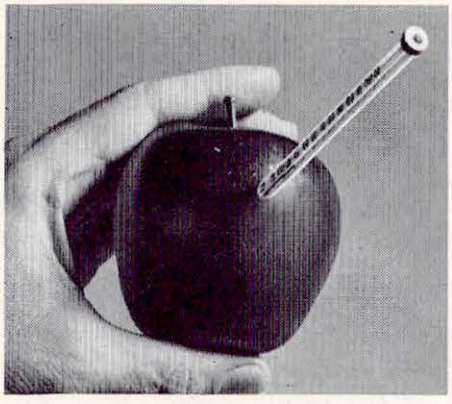

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What Are Big RR Questions?

To the Question and Answer Editor:

From time to time, your department asks, "What are the big railroad questions?" Here are some that may be worth discussion in Railway Age.

(1) Is there some metallurgical reason why steel mills supply rails only 39 ft long?

(I understand from a student who worked in a mill several summers that they roll much longer rails, then crop them. It was also my understanding that the subway system in Philadelphia uses 60-ft rails.)

(2) Why do we have a conical or tapered tread on the wheels of railroad rolling stock; why do some rapid transit lines use a cylindrical or flat tread?

(As I understand it, the conical tread only prevents wheel slippage on curves under a very limited range of radii and speeds. The coefficient of friction or factor of adhesion should be the same with either tread contour, at least in elementary theory. Chicago North Shore & Milwaukee switched to flat tread 5 or 10 years ago to improve riding qualities of passenger cars.)

(3) Why do American railroads use kerosene lamps to such a great extent? What are the relative economics and other practical considerations in their favor when compared with other types of lights for hand signaling, switch indication, and rear end markers? What has become of the atomic switch lamp, and what has been experience with rechargable lantern cells?

(4) How is it proposed to dump permanently coupled cuts of open top cars on existing dumpers, when the "Integral Trains" go in service? [RA, Feb. 20, p. 40]

(I would think you would have to break up the train or use rotary type Janney (MCB) couplers like those used in some mines. You would probably have to modify most rotary dumpers so that the axis of rotation of the dumper corresponds to the coupler axis, if rotary couplers were used. High lift dumpers like those on the majority of lake docks lift a single car some 40 ft. You would probably need to temporarily uncouple if the high lift dumpers were to be retained. The kick-back trestles at tidewater piers where space is generally too limited to put in a loop track will present problems, but not as great as dumping while coupled. It is not my intention to throw a wet blanket on the idea, but rather make sure the researchers have taken these things into consideration.)

(5) Couldn't we develop an air line connector that could be adapted to the Janney coupler so that train-line connections would be made when the cars couple? I believe it could be made in such a way that it would be compatible with existing air hose glad-hands, so that the transition would not have to be too sudden.

(The rapid transits and interurbans had at least three types of couplers on this order 50 years ago. I doubt that the Tomlinson type would stand the stresses of long freight trains. Leakage was a problem they got around by having a compressor on every car. Seal ring materials have improved tremendously in the last few years. Furthermore, we are talking about putting locomotives at the quarter points of "Integral Trains" and will probably be distributing the horsepower on all freights when the remote control wrinkles are ironed out. When you distribute locomotive units, you also distribute air compressors.)—*David E. Crawford, junior engineer, Chesapeake & Ohio.*

A forum for railroaders who want to explore questions of importance to their industry, this department welcomes both questions and answers from readers at all levels of responsibility in the industry and associated fields. We'll pay $10 to any reader submitting a question that forms the basis for a column discussion. Address correspondence to Question and Answer Editor, Railway Age, 30 Church St., New York 7, N.Y.

Thanks to readers like Messrs. Crawford above and Knoll below (and others whose letters will appear in future issues), this question and answer department now has lots of questions. Let's have some answers, too.—Editor.

Trailers Box Car Substitute?

To the Question and Answer Editor:

The article "Will TOFC Return Perishables to Rails" [RA, Oct. 23, p. 8] prompts me to write you of an idea running through my mind since early last summer.

Replacing the standard reefer with TOFC equipment would involve for PFE and SFRD alone probably in exces of 50,000 units. Obviously, forwarder traffic alone will not suffice to prevent an empty movement westbound. And remember that an 85-ft flat and two trailers is even more expensive than a 20-year-old reefer.

I would like to see trailers offered in "substituted service" in place of box cars for the movement of general commodities. I am not qualified to expound on the rates and other tariff provisions needed to make this service both attractive and compensatory, but it seems to me that lower minima, split pickup and delivery, as well as expedited service, would be some of the attractions for the customer. From the railroad point of view there would ultimately be a chance to eliminate empty train-miles by making the reefer drags so familiar to western railroads a thing of the past, as well as faster write-off on trailers than on railroad cars.

I feel it would be desirable to emphasize that this would be strictly another method of rail transportation and not an encroachment into the field of common carrier motor transportation. The rates would be strictly customer load and unload, as are most present rail rates.

Unloading and loading would be done either at areas located on railroad property (team tracks) or on the customer's own property. In the case of a large plant, flat cars could be switched right into the property where the customer would remove the trailers from the cars. In other cases, arrangements would be made for moving the trailers from the team track to the customer's place of business by a certified motor carrier which could be a rail subsidiary if available.—*J. R. Knoll, San Leandro, Calif.*

"DIGIORGIO METHOD" uses tensioned strapping to apply load-restraining pressure downward, diagonally and vertically.

Damage Reducer

New Strap System Stops Load Shifting

A new method of stowing and bracing palletized or unitized merchandise, which effectively controls shifting while in transit in railroad box cars, has been developed by the Transportation Engineering division of the DiGiorgio Fruit Corp., of San Francisco.

Designed primarily for damage control of canned goods shipments, the new stowing method is said to introduce an entirely new approach to the control of forces in moving cars.

It is theorized that load shifting and damaging forces are not entirely due to longitudinal impacts and lateral sway, but to a combination of those forces with vertical or up and down oscillation. The new method is primarily directed to control of this latter factor by application of downward vertical and diagonal pressure through specially designed strapping devices set diagonally crosswise of the car.

Tests by DiGiorgio and its subsidiary, S&W Fine Foods, indicated that, under certain high-speed conditions, vertical oscillation may reach such intensity that lading tends to become partially suspended in air. During such a period of suspension, the slightest lateral motion or longitudinal impact results in disassembly and shifting of lading.

To prevent such a combination of circumstances, the new "DiGiorgio Method"—for which a patent is pending—uses 2-in. cotton or dacron web straps equipped with end snaps and ratchet-type buckles. In conventional "Damage Free" cars, these straps are attached to the uppermost belt rail in one side wall, drawn over the outer edge of the top pallet unit, and attached to the lower belt rail in the opposite wall.

Pallets themselves are loaded two (or one) high, flush against end walls and one side wall of the car, leaving a void area lengthwise along the opposite wall. (Two 48-in. pallets loaded abreast in a 112-in. insulated car leave a void of about 16 in.)

After each tier of pallets is loaded and straps are in place, maximum tension is applied by hand tightening the ratchet buckle to exert pressure downward, diagonally and vertically. Further to protect the lading, and increase pressure, hinged pieces of wood are placed around the outer top edges of the upper cases, and corrugated cardboard strips are inserted between top and bottom pallet units adjacent to the void.

Normally only 10 strapping devices are required for a carload of 40 pallet units with a gross weight of 75,000 to 90,000 lb. The only other necessary bracing or dunnage is conventional "DF" cross members and gates applied to each half of the load at the car door to prevent longitudinal shift.

R. L. Coffing, general traffic manager of DiGiorgio and head of its Transportation Engineering division, says the new method, though primarily developed for canned goods, is adaptable also to many other palletized or nonpalletized commodities where control of lateral, vertical and longitudinal movement in transit is necessary. The strapping devices can eventually be adapted to non-"DF" cars.

D. O. Day, S&W traffic manager, adds that the new system not only controls damage, but requires less labor, material and dunnage, is easy to apply and simplifies unloading.

DiGiorgio's Transportation Engineering division is presently exclusive distributor of the reusable strapping devices, which can be purchased by the belt or car set for use by other shippers under DiGiorgio license.

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1962: RPI's 'Opportunity' Year

► **The Story at a Glance: The Railway Progress Institute, national organization of the railway equipment and supply industry, paused to catch its breath last week after a busy two days, Nov. 16-17.**

RPI held its annual member meeting and supplier-railroader dinner on Nov. 16. The same day it sponsored a special "buyer's panel" on railroad purchasing prospects for 1962.

Six railroad officers, serving as panelists, told RPI members they expect railroad buying to rise—slightly to considerably—in 1962.

On Nov. 17, RPI's governing board and executive committee met to discuss the Institute's 1962 program.

RPI worked closely with the nation's railroads in 1961, as evidenced by progress reports from ten member committees at the Nov. 16 annual meeting; but the organization is already moving to step up its pace in 1962. An expansion in legislative work is being planned. As one RPI member put it, "1962 is the year for us to do a real job for the railroads."

Evidence of the stepup in legislative tempo was first spelled out in a resolution adopted at the annual meeting. The resolution, copies of which were distributed at the dinner that evening, said RPI will back the railroad program with "vigorous action" in 1962.

The resolution laid blame for today's "precarious" railroad situation on "gross inequities in the laws and regulations governing transportation in this country."

The RPI legislative program—already outlined in a special presentation to Commerce Department Secretary Hodges in September— will be handled by two of the Institute's member committees. The transportation legislation and public presentations groups will coordinate RPI's efforts with "such programs as may be developed by the railroads and organizations of the nation's shippers."

While legislation may thus be a top-priority item in the months ahead, the Institute will also continue all other phases of its work in 1962. One facet of this work was evident at the annual dinner, when prize-winning railroads were announced in RPI's Annual Traffic Promotion competition. The Frisco won the top award this year; Certificates of Merit were presented to the Milwaukee, New York Central, Reading and Western Pacific (RA, Nov. 20, p. 36).

RPI's work is not solely railroad oriented, however. The organization sponsored another of its annual "buyer panel" meetings on Nov. 16. Six railroad officers served as panelists. There were no speeches. The supplier audience tossed questions at the panel to get ideas about railroad buying plans for 1962.

Panel members included John Barriger, president of the P&LE; R. H. Beeder, chief engineer, Santa Fe; T. L. Carlson, general superintendent, signals & communications, C&O; J. S. Fair, Jr., general manager, purchases & stores, PRR; J. W. Hawthorne, chief mechanical officer, ACL, and L. S. Provo, vice president and comptroller, C&NW.

Estimates from the panel on railroad buying trends in the months ahead were generally hedged and cautious. Mr. Provo, for example, feels that carriers will plan their spending carefully going into 1962. As he said, railroads have been fooled enough by false uptrends in the general economy. They're disposed now to wait and see.

Mr. Barriger was more optimistic. Pointing to recent rises in the Federal Reserve Board index of industrial production, and the prospect for further rises, he said he believes railroad purchasing will show a "considerably better" tone in the months ahead.

Comments from other members of the panel were, for the most part, tinged with caution. Mr. Fair figures on a 5-10% increase in purchases of bread-and-butter items; and a "moderate" pickup in locomotive and car acquisitions. Mr. Beeder reported that he sees no "buying spree" just ahead, although special machines in the track field will be in demand.

Mr. Hawthorne thinks there will be some improvement in the rolling-stock market "because we must have it to do business." He pointed to the "great trend" toward higher quality equipment —especially larger and more specialized freight cars and higher horsepower locomotives.

Mr. Carlson said he doubts there will be any "spectacular" upsurge in purchases in his field, due, in part, to the "uncertainty" created by pending mergers. He added, however, that there are many projects on the board awaiting financial go-ahead, and he expects communications equipment to enjoy good demand in 1962.

In response to other questions, Mr. Provo said he thinks there is a "very good chance" that the government will modify favorably the depreciation rules on railway equipment.

One questioner wanted to know what the railroads would buy if, by some magic, they suddenly found themselves financially able to do what they wanted to. Mr. Hawthorne commented that he felt that was great opportunity for automation in the mechanical department, and he would put his "new found" funds to work on that; Mr. Beeder said he believed his road would step up the pace on line-change projects. Line changes and grade eliminations can reduce operating costs and improve service significantly, he said.

Elsewhere in the meeting Mr. Hawthorne was asked to comment on "why railroads take so long to approve and apply a new product that obviously will save money and help the roads do a better job." The ACL officer called such delays "a weakness of the railroads," and added that "some of these things obviously take too long." He said suppliers might be of some help in such matters if they pursued them "as diligently as you do when you're savoring a new car order."

In other actions at the annual meeting, RPI members continued J. W. Scallan, president of Pullman-Standard, as chairman for 1962. John D. Cannon, president of Morton Mfg. Co., continues as vice chairman.

Four new members were added to the Institute's governing board: F. R. Carlson, Chicago Railway Equipment Co.; L. A. Marquardt, W. H. Miner, Inc.; R. L. Mitchell, New York Air Brake Co., and T. B. Monson, Pacific Car & Foundry.

Holcombe Parkes, president of RPI, and T. A. Nooner, Jr., vice president, continue as the top staff officers of the Institute.

SP and MP Reveal 1962 Spending Plans

Two railroads last week announced major spending programs for 1962. Following a board of directors meeting at Los Angeles, the Southern Pacific disclosed that it will spend $83 million on capital improvements next year. A spokesman said no breakdown was immediately available. Meanwhile, Missouri Pacific directors voted to spend $27 million in 1962—including $7.7 million for 500 freight cars and conversion of 200 existing flats for TOFC service, and $6 million for new locomotives. Earlier, Northern Pacific had announced a $21-million program for 1962 (RA, Nov. 13, p. 35).

NIT League Supports Rate

► **The Story at a Glance: National Industrial Traffic League President R. M. Boyd set the tone for the League's 1961 annual meeting when he called for regulation of transportation for the benefit of the public as a whole and not for the benefit of vested interests.**

In two days of gruelling sessions Nov. 16-17, NITL opposed further restrictions on rate-making freedom; federal subsidies for commuter services; compulsory arbitration in labor matters; rate differentials, and the proposed national transportation census.

The League reaffirmed or established policies supporting common ownership or coordination; expansion of piggyback services; mergers and consolidations "which will tend to strengthen the transportation industry," and legislation prohibiting discriminatory assessment of railroad property for purposes of state and local taxation.

As he called to order the 54th annual meeting of the National Industrial Traffic League in Denver Nov. 16, NITL President R. M. Boyd declared that the "Hoffa Bill" and similar legislation "would put rate-making in a strait jacket." He urged League members to join in a grass roots approach to make their views on such legislation known to every member of Congress.

League members, professional buyers of transportation services, evidenced their concern that Congress might bow to pressure groups and hamstring the limited rate-making freedom now available to the transport industry. They backed Mr. Boyd by adopting unanimously a general statement of policy which urges amendment of the Interstate Commerce Act so carriers may price their services to "reflect the cost advantages each has to offer so that in every case the public may exercise its choice in the light of the particular task to be performed." NITL policy on rate-making now supports the principle of intra-modal as well as inter-modal competitive freedom.

The League supplemented its new policy statement on rate-making by suggesting specific changes in the present rate-making rule of the Interstate Commerce Act. NITL wording would broaden the rule to cover all modes of transportation by empowering the Interstate Commerce Commission to consider the need of "adequate and efficient transportation service." [Present wording of Section 15a(2) refers only to the need of "adequate and efficient railway transportation service."]

Countering the restrictive wording proposed for Section 15a(3) by S. 1197, the Hoffa Bill, and its companion proposal H.R. 5937, the League supports greater rate-making freedom by urging Congress to drop the phrase "giving due consideration to the objectives of the National Transportation Policy declared in this Act." As a further amendment, to paragraph 3 of the rate-making rule, the League would add a sentence emphasizing that rates should reflect cost advantages of competing forms of transportation, thus permitting shippers to determine the most economical service available to them.

In lively sessions marked by frequent floor debates, League members heard and acted upon recommendations of 29 standing and nine special committees. Two recommendations by the Special Committee on Transportation Outlook and Policy precipitated heated floor debates before being turned down in final voting. The committee had recommended continuation of the League's policy favoring repeal of the "Commodities Clause" contained in Sec. 1(8) of the Interstate Commerce Act. The NITL Executive Committee, acting in advance of the annual meeting, failed to approve this recommendation. It suggested instead that the League reverse its long-standing policy and, in effect, go on record as favoring retention of the commodities clause.

An hour-long floor fight over the conflicting recommendations resulted in a major change in League policy. By a vote of 130 to 86, the NITL withdrew its support of railroad efforts to gain repeal of the clause and further declared that "there is no need for enactment of a commodity clause in Parts II, III or IV of the Act as to carriers other than railroads."

Railroad efforts to limit provisions of the agricultural commodities exemption clause to farm-to-initial-market movement gained momentary support from a committee proposal that the clause be amended to make exemptions "apply only to movement of such commodities from point of production to a point where such commodities first pass out of actual possession and control of the producer." The committee had "rejected as impractical" the alternative of extending to railroads the same exemptions on agricultural commodities now afforded motor carriers.

A lengthy floor fight just about eliminated any support the committee's recommendation had at the outset, and the League failed to take a stand on the question of exempt agricultural commodities. The Committee on Unregulated and Unauthorized Transportation also considered the subject and will make its recommendations at the next annual meeting following completion of a study to determine the extent to which industry will consent to a roll-back of the commodities now exempt.

Following the ICC decision to turn down proposed "guaranteed rates" in the "Carpet Case" because of the destructive-competition phrase in the Act, and not because of the level of the rates, the League reviewed and strengthened its policy statement supporting freedom to experiment with new techniques of rate-making. The League had previously supported techniques that gave promise of increased traffic with "benefits to shippers and without creating destructive competition." Declaring that "losing business to a competitor, in industry or transportation, could possibly be construed as destructive" and that there is "ample protection elsewhere in the Act for any injured party," the League voted to sharpen its support of guaranteed or contract rate proposals. It did so by eliminating any reference to destructive competition in its statement so its policy "wouldn't be subject to varying interpretations of interested parties or regulatory agencies."

The League also approved the following recommendations of its Special Committee on Transportation Outlook and Policy on topics of particular interest to railroads:

- Reaffirmed opposition to S. 1089, which would make unlawful certain discriminatory rates, charges and practices.
- Reaffirmed League policy favoring common ownership or coordination of transportation facilities after reviewing the subject from the standpoint of the relationship between railroads and barge lines.
- Strengthened opposition to federal subsidies for transportation by adopting as policy the statement: "Commuter service is basically a matter of local concern and all problems in connection therewith should be solved at the local level without any Federal interference or assistance whatsoever."
- Recognized that in some local situations voluntary arbitration of transportation labor matters might have merit but, as a matter of policy, opposed "any legislation which would establish compulsory arbitration in labor matters in the transportation industry."

Freedom

● Revised and strengthened its policy opposing rate differentials as a device for stating rates of different types of carriers. Former NITL policy referred only to differential rail and water rates.

● Established as League policy promotion of the growth of trailer-on-flatcar service, which thus "effects the economical utilization of available transportation resources." The League attacked the 60/40 commodity mix rule and urged rapid expansion of Plan III, provision of adequate mileage allowances by railroads for use of shipper-owned or leased cars in Plan IV and expanded publication and use of Plan V rates and service.

● Backed its previously stated opposition to proposals aimed at temporary suspension of ICC authority to approve mergers and consolidations by adopting a policy favoring voluntary mergers between carriers of the same type which "produce improved service at reduced cost, establish or continue adequate competition in transportation service and are consistent with the long-range public interest in the maintenance of an adequate common carrier system."

● Agreed, but not without argument, to oppose the present plan for a national transportation census in view of the cost involved in obtaining the information "which would not be relevant to shippers' transportation and distribution methods."

● Voted to support the "principle of national legislation prohibiting discriminatory assessment of railroad property for purposes of state and local taxation, in the same manner that federal laws now limit the power of states to burden interstate commerce indefinitely by imposition of unremunerative rate levies in intrastate freight rates."

● Adopted as policy support of legislation which would amend the Internal Revenue Code to "permit common carriers under the ICC to transfer limited amounts of earnings to a Construction Reserve Fund" exempt from income taxes if used for improvements to property within a limited time.

Expected fireworks over an attempt to revise League policy on user charges for government-provided waterway facilities failed to develop. Though it was on the meeting docket by formal request, the subject elicited no discussion whatever. Thus, the League position—adopted two years ago and reaffirmed last year—remains unchanged in support of the principle that users of waterway facilities created, improved and maintained by public funds, should pay "a reasonable charge, determined by appropriate authority, and reflecting the extent and character of use made or benefits derived."

On the other hand, long-standing NITL support of a single regulatory agency was wiped out when, after sharp debate, the League voted to drop its present policy and take a position neither favoring nor opposing creation of a single federal agency for regulation of all modes of transport.

In other action concerning federal regulatory agencies, the League adopted a special committee recommendation putting it on record as favoring terms of at least 10 years for agency members.

In expectation that Congress may soon be presented with a reorganization plan calling for Presidential appointment of the chairman of the ICC, the League voted to restate its present support of an independent non-political agency, and to go on record as "particularly opposed to appointment by the President of the chairman of the Interstate Commerce Commission."

The League's Common Carrier by Motor Vehicle Committee attacked what it termed a "monstrous piece of legislation that has become law in the State of Nebraska." This provides that a consignee has the exclusive right to determine the means of transportation to be used, and the routing, thus prohibiting shippers from controlling routing on shipments to customers, no matter who pays the freight. The League was unanimous in voting to oppose "any and all attempts to control individual routing of shipments by legislative fiat within any state

The same committee, in a strongly worded report, attacked "what amount to monopolistic practices by motor carrier [rate] bureaus." It charged that bureau officers and staffs "are in fact making rates rather than serving as coordinating and publishing agencies, and are by design not permitting the carriers themselves to initiate rates."

To counteract this "potentially dangerous" situation, the League voted to initiate positive remedial steps, including:

● Petition to reopen appropriate Section 5a dockets to determine if motor carrier agreements should be modified; and

● Consider representation to the Anti-Trust division specifically to restrain motor carrier rate bureaus from engaging in unlawful monopolistic pricing.

Mr. Boyd, director of traffic and transportation of the Pittsburgh Plate Glass Co., Pittsburgh, was re-elected League president for a second year, and H. O. Mathews, vice president—transportation and distribution, Armour & Co., Chicago, was elected vice president. Mr. Mathews succeeds E. W. Girton, who resigned in October as general traffic manager of Wilson & Co. and vice president, NITL, to become vice president—traffic, of the Chicago South Shore & South Bend.

The League's 1962 annual meeting will be held at Pittsburgh, Nov. 15-16.

Shippers Concerned About Car Supply

Showing shippers' concern for an adequate car supply, the NITL voted to advocate the following action by the railroad industry and by individual railroads "should there be an apparent upsurge in carloadings":

● Examination of need for ordering required types of new cars.

● Acceleration of car repair programs.

● Timely ordering of steel and other key materials.

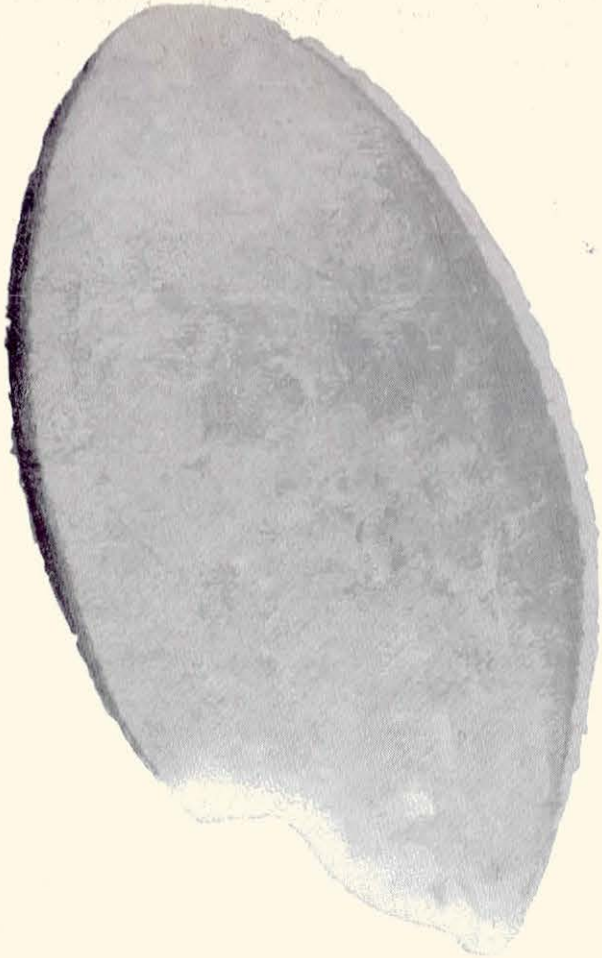
● Examination of ability of active motive power fleet to handle increased tonnage resulting from upswing in economy.

The League also recognized the need for "creative car developments" and urged:

● Concerted research upon development and application of long-travel types of draft gear, together with improved methods of controlling vertical shocks.

● Incorporation of such gear in new cars and at the time of major rebuilding.

● Research on development of superior repair programs for freight cars.



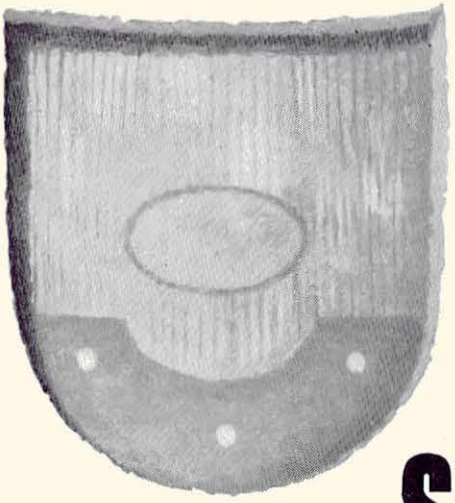
Big step to better shipping

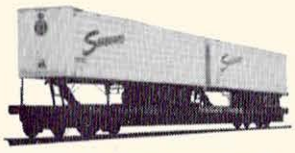
...and lowered over-all distribution costs!

Your nearest Seaboard representative has facts and figures on shipping by rail in the Southeast – *applied to your particular needs.*

He'll show you how to cut costs through commodity and multiple-car rates . . . explain the specially-designed cars available for your specific shipments . . . give you the whole picture of fast schedules and better-than-ever service.

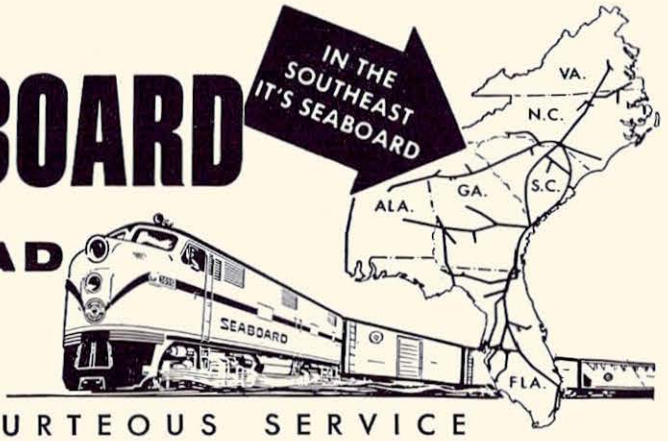
He'd welcome an appointment with you soon. You'll find it time well spent toward saving dollars.





Seaboard is keeping ahead of the fast-growing demand for economical Piggyback service.

SEABOARD
AIR LINE
RAILROAD



THE ROUTE OF COURTEOUS SERVICE

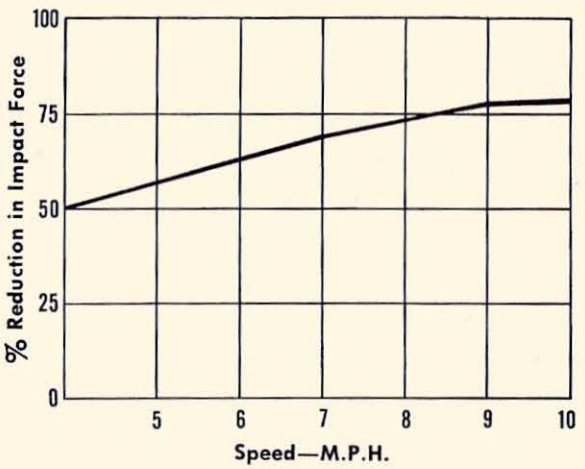
The Dana Model 2 Rack Provides Maximum Cushioning

This Santa Fe AUTO-VEYOR is typical of the Dana auto racks now in service on leading railroads. Here shown applied to a Trailer Train flat, the Dana rack meets railroad demands for shock resistance, ruggedness, capacity and convenience of load-unload.

Dana Auto Rack Design Solves Problems of Auto Transport by Rail!

Dana specialized auto racks are adaptable for application to all standard makes of 85, 87 and 89 foot flatcars. They are four section, Tri-Level convertible to Bi-Level. Dana racks accept 6,000# axle loads on all decks and accommodate 12,000# vehicles on any deck in any quarter section. One piece deck construction eliminates drip pan, and deck centers will support tricycle type tractors.

With all sections mounted on rubber shear pads to eliminate friction, the Dana rack creates a new concept of lading cushioning. It achieves maximum cushioning within the limitations of 8 inches of travel, and provides vertical as well as impact cushioning.

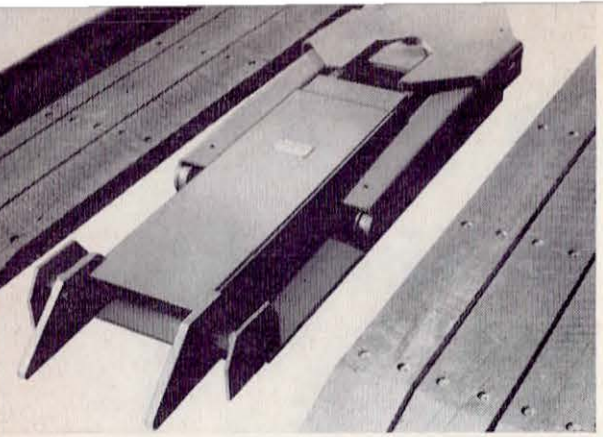


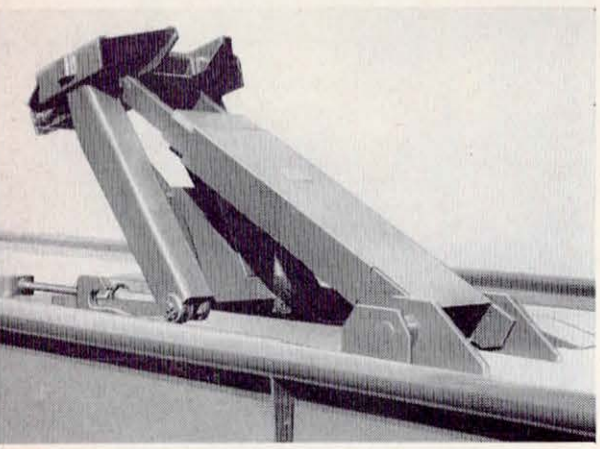
Dana also has developed a cushioned platform cargo carrier for container, piggyback and saddleback operations. For complete information write Dana Corporation, Toledo 1, Ohio.

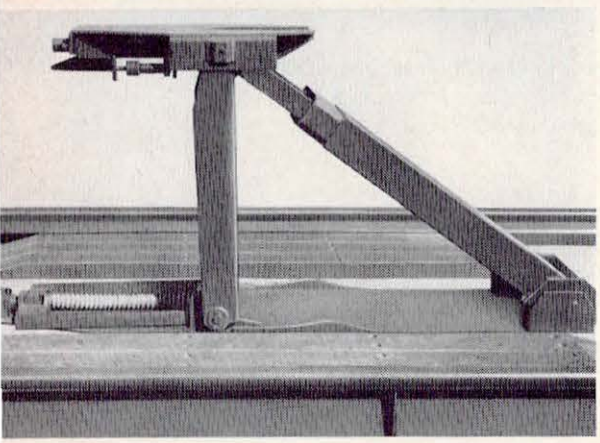
DANA Spicer

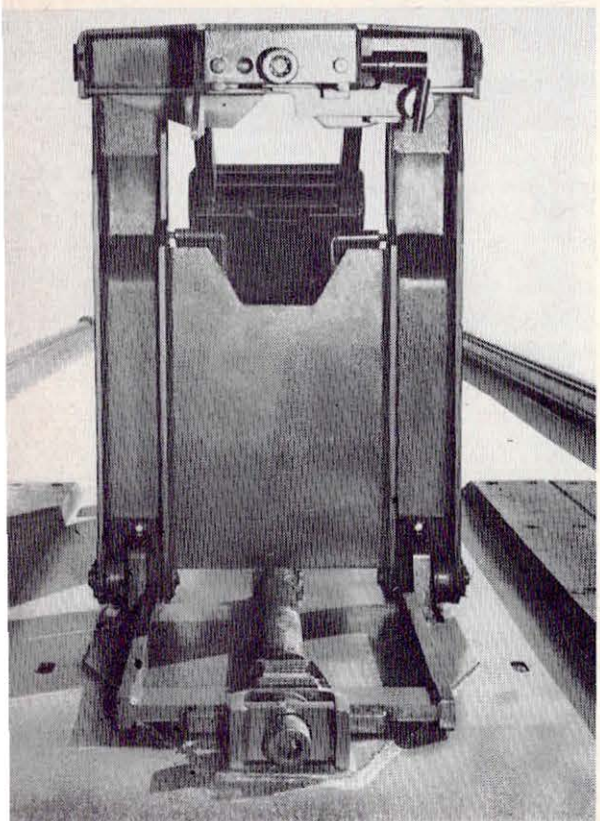
DANA CORPORATION
Toledo 1, Ohio

SERVING TRANSPORTATION—Transmissions Auxiliaries • Universal Joints • Clutches • Propeller Shafts • Power Take-Offs • Torque Converters • Powr-Lok Differentials • Gear Boxes • Forgings • Axles Stampings • Frames • Railway Drives • Retarders









THE NEW 1962 MODEL **ACF**

TRAILER-HITCH

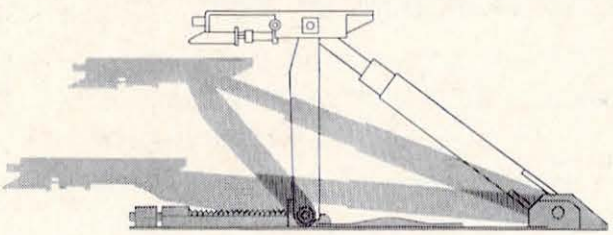
SPEED / ECONOMY / SIMPLICITY

Improving on the previous ACF Trailer Hitch was no small task. The Hitch has proven so effective and economical that it was authoritatively estimated that 75% of all piggyback operations were based on it.* Nevertheless, ACF engineers set out to develop an improved Hitch that would be even more efficient, even more economical to maintain and operate. And they succeeded.

Cushioning on the new Model 2 Hitch has now been increased due to longer travel, and forces at the kingpin have been further reduced to provide more cushioning at the lower weight ranges than was ever possible before. Thoroughly safe, stable and secure, the 1962 ACF Trailer Hitch enables one man to complete erection and locking operations in just 32 seconds. Other improvements include redesigned kingpin lock jaws that permit visual checking and prevent ice and snow accumulation. There are fewer parts in the new design and more bearing area for the trailer resting on the hitch, thus reducing trailer punishment even further.

ACF's continuing efforts to develop advanced designs point up why the ACF Trailer Hitch represents what has been called the greatest single contribution to the growth of piggybacking.

*According to the Doyle Report to Congress, 1961.



NEW IMPROVEMENTS IN THE ACF TRAILER HITCH MODEL 2

- Greater cushioning from increased travel
- Softer cushioning for lightly loaded trailers
- Tighter kingpin grip to increase safety
- Greater mounting plate bearing area with sharp corners eliminated to reduce punishment to trailers
- Open jaw area for visual lock check also eliminates ice accumulation
- Fewer parts to wear out and replace—lower maintenance costs
- Improved vertical strut of unit construction
- Improved roller track design
- Less welding on installation
- Impact forces enter car more directly

CARGO RIDES IN A CUSHIONED GRIP

Thanks to the new ACF Trailer Hitch, cargo and trailers can be loaded faster and piggybacked more securely than ever before. The ACF Hitch locks trailers in a firm but cushioned grip that absorbs over 50,000 foot-pounds of energy when impacts occur. This advanced ACF Hitch assures tangible operating and damage economies for every business that ships cargo and trailer equipment via the swift, economical ACF Piggyback System.

AMERICAN CAR AND FOUNDRY DIVISION, ACF INDUSTRIES, 750 THIRD AVE., N. Y. 17, N. Y.

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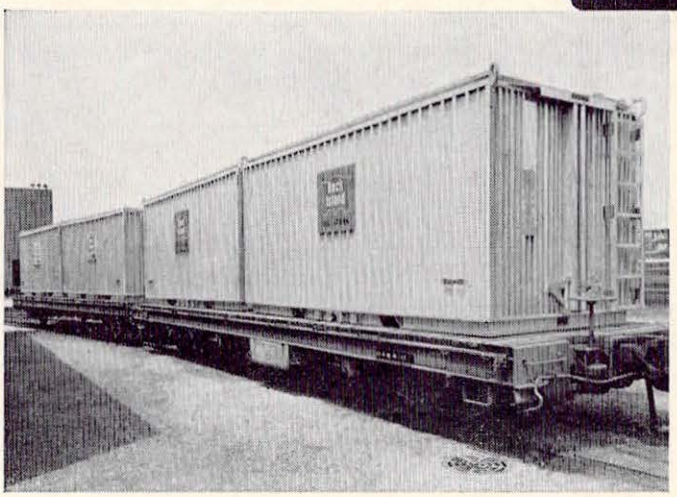
AMERICAN CAR AND FOUNDRY
DIVISION

ACF INDUSTRIES

ALUMINUM

Rock Island malt containers are hauled from Chicago to St. Louis by rail. Fork-lifts transfer containers to trucks for final delivery. The weight savings and strength of Reynolds Aluminum are important elements in holding down costs in this multiple handling.



CONTAINERS

cut maintenance cost and deadweight for the Rock Island Railroad

Strong, lightweight aluminum needs no special lining, no special maintenance. Aluminum is rust-free and non-toxic, cannot contaminate cargo.

One way to reduce maintenance is to use a material that doesn't need protection. Proof: The Rock Island's Reynolds Aluminum malt containers are serving with a minimum of attention in regular runs between Chicago and St. Louis.

Mr. Robert Newton, Rock Island Electrical and Mechanical Engineer, says that one of the big advantages of aluminum is *reduction of maintenance.* The containers need only a quick sweeping before reloading. No washing. No scraping. No lining. And they're rust-free forever.

Equally important to the Rock Island's service is the extra cargo protection, chemical and physical, provided by the aluminum containers. These containers haul malt for a brewery, so the danger of contamination is a serious problem. But the non-toxicity and strong resistance to chemical attack of aluminum mean no contamination of cargo (or corrosion of container).

And the high strength-to-weight ratio of aluminum is boosted even more by Reynolds interlocking extrusion design used in these containers. They have survived impact tests at 7 m.p.h. carrying 15 tons with no damage or permanent set. This design also makes seams watertight.

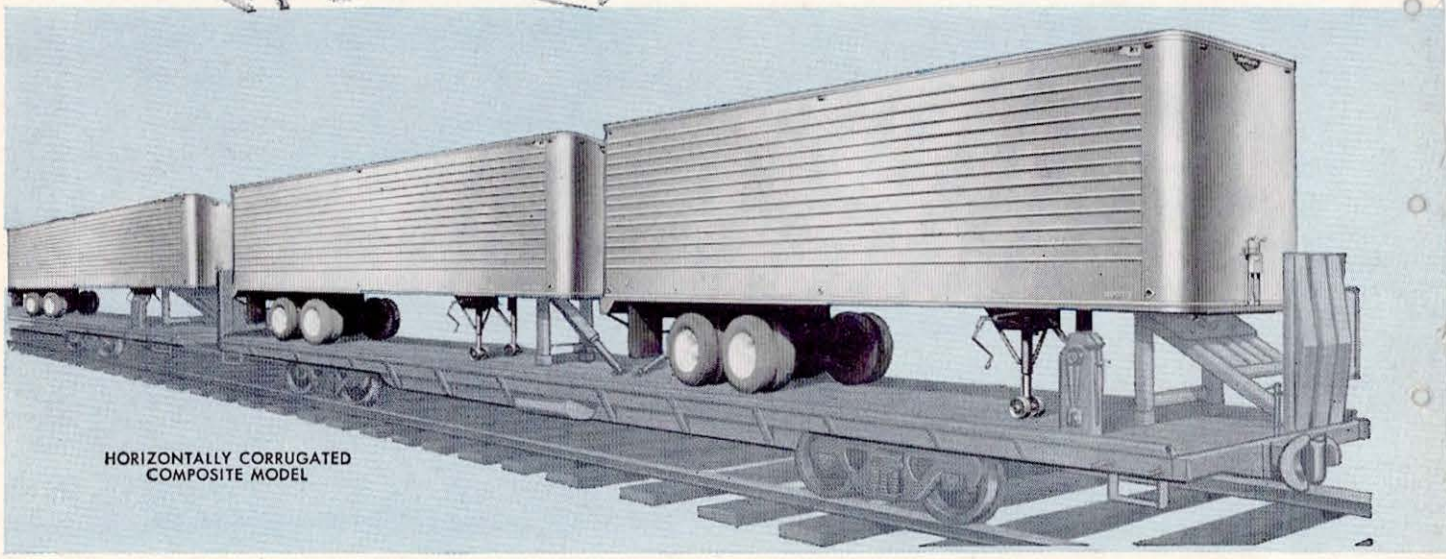
This same strength-to-weight ratio often means swapping deadweight for more payload capacity.

The aluminum containers were developed by Reynolds and the Rock Island Railroad Mechanical Department, and were built by the Fruehauf Trailer Company, Detroit, Mich. They are one more contribution of Reynolds Aluminum to better cargo protection, reduced costs, and longer service life. For more information on uses of Reynolds Aluminum, or for technical assistance in design and development, contact your local Reynolds office, or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond 18, Virginia.*

REYNOLDS ALUMINUM

Watch Reynolds exciting TV programs on NBC: the Dick Powell **Reynolds Aluminum Show** every other Tuesday; **Say When,** weekdays; **All-Star Golf**—in living color—every Saturday.

Now...to help you with all your PIGGYBACK trailer needs ...the new



HORIZONTALLY CORRUGATED COMPOSITE MODEL

From the combined forces of these two reputable companies comes a new railroad-oriented program, tailored to provide the specialized knowledge and products for capitalizing on the growing potential of piggyback.

Kentucky Manufacturing Co. gives to the team an unequalled background of 82 years of experience in the design, engineering and construction of cargo trailers for almost every conceivable use. (They are famous for their "Custom Built Concept".) Today, they offer one of the most complete lines available. Their ability to recognize the needs of a customer and supply them with the most economical answer has been instrumental in their success.

Peerless Equipment, through its many years of working with the Railroads in the development of Draft Gears, brings a competent knowledge about the performance required by Railroads. The experiences of Peerless in working with Railroads complements the Kentucky "Custom Built Concept".

Add to these many attractive features the new and exclusive "Pay as you choose plan" and you have a combination that can mean dollar savings and dollar profits.

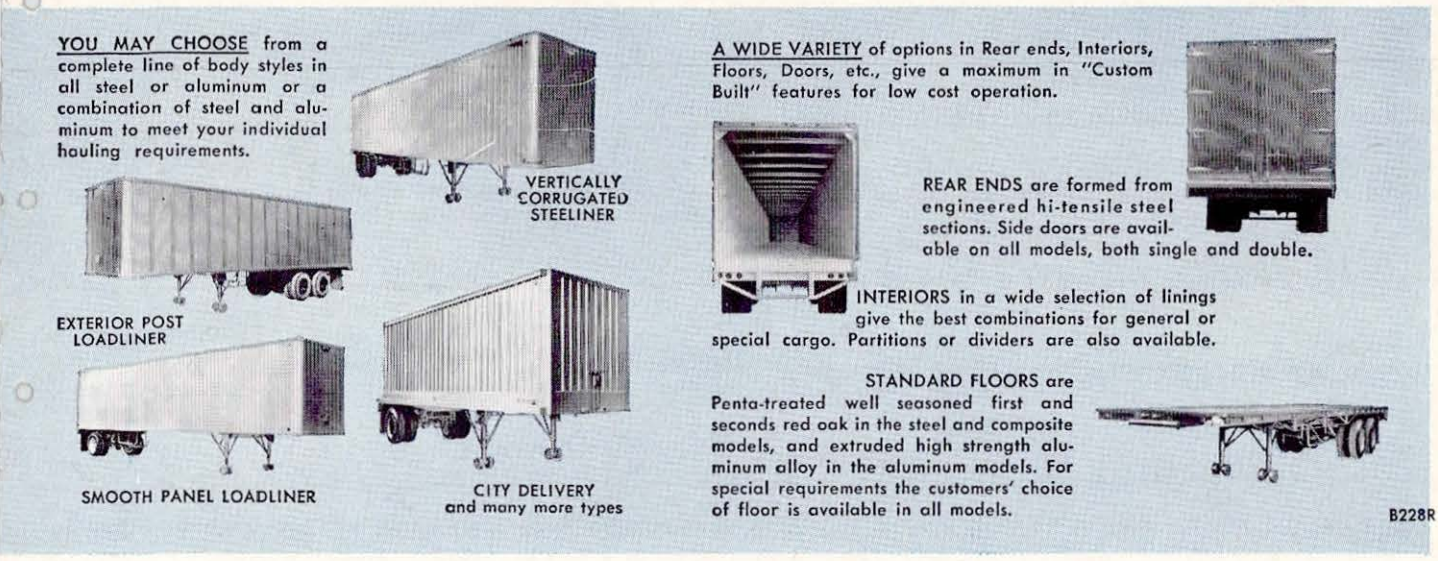
If you're interested in trailers for piggyback service, write, wire or call for full information including literature. Ask about the Peerless Assistance Team.

Peerless Assistance Team

Peerless Equipment and Kentucky Manufacturing Co. have teamed up to provide a single source of piggyback trailer supply that offers both:

1 Specialized knowledge of railroad needs and;

2 Quality trailer construction to satisfy those needs.


YOU MAY CHOOSE from a complete line of body styles in all steel or aluminum or a combination of steel and aluminum to meet your individual hauling requirements.
VERTICALLY CORRUGATED STEELINER
EXTERIOR POST LOADLINER
SMOOTH PANEL LOADLINER
CITY DELIVERY and many more types
A WIDE VARIETY of options in Rear ends, Interiors, Floors, Doors, etc., give a maximum in "Custom Built" features for low cost operation.
REAR ENDS are formed from engineered hi-tensile steel sections. Side doors are available on all models, both single and double.
INTERIORS in a wide selection of linings give the best combinations for general or special cargo. Partitions or dividers are also available.
STANDARD FLOORS are Penta-treated well seasoned first and seconds red oak in the steel and composite models, and extruded high strength aluminum alloy in the aluminum models. For special requirements the customers' choice of floor is available in all models.
B228R

Here's how the "Peerless Assistance Team" can help you!

DESIGN . . . Although Kentucky offers a wide selection of standard type models they frequently find a special design is the best answer to the needs of certain lading. They are fully staffed to provide the design best for the particular lading.

SELECTION . . . One of the most important aspects of trailer selection is the completeness of the line. Here again Kentucky can give you a dollar advantage. Kentucky can serve all of your piggyback trailer needs. Frequently, a standard model can be recommended, instead of a "special". Keeps your cost down.

CONSTRUCTION . . . The "Custom Built Concept" of Kentucky basically means that the purchaser receives many construction features considered as "standard". These extra construction features mean lower operating costs and longer life. A few minutes comparing Kentucky features will be very revealing to cost conscious operators.

Introducing the exclusive 3-way "PAY AS YOU CHOOSE PLAN"

1. PURCHASE OUTRIGHT (at competitive prices)

2. STRAIGHT LEASE

3. LEASE WITH A PURCHASE OPTION

THESE NEW PLANS actually can put you into business. What's more you can use any part of it, or all of it! Our Peerless Assistance Team will be happy to explain the entire operation to you and your staff. Write, wire or call for details.

THE PEERLESS ASSISTANCE TEAM will work direct with you and they will gladly supply you with advantageous quotes based on your specifications. Write, wire or call for full information.

PEERLESS EQUIPMENT

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OMAHA 2, NEBR., 306 Barker Bldg.
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ST. LOUIS 8, MO., 4378 Lindell Blvd.
WASHINGTON 5, D. C., 613 Fifteenth St., N.W.

RAILROADING AFTER HOURS WITH JIM LYNE

KANSAS CITY'S PROGRESS—Kansas City is the local metropolis of the area where I grew up, and I've always respected and admired the place, and its civic spirit. I've just had a look, though, at a 40-page special section of the famed Kansas City Star, portraying the town's current and prospective development. It raises my doubts about the course that's being pursued.

For one thing, one of the big buildings in prospect is a giant federal structure—and the Star boasts that K.C. has 17,000 federal employees—making Uncle Sam the city's biggest employer. Is a ballooning government payroll a symptom of economic progress?

Bird's-eye photographs clearly show parking lots and huge highway structures dominating the central city terrain (not a nickel's worth of taxable values in the whole shebang). It seems to me the private industry of a town could look to the future with more confidence if the gigantic new investment in transportation facilities (river, highway, air) were self-sustaining, instead of being the insatiable leeches on the taxpayers that they are now.

GRASS-ROOTS ECONOMICS—What one phase of economics comes first—is the most important to learn? "The logical beginning of economic analysis," says Professor Howard Ellis of the University of California, "would appear to be the old problem of the allocation of scarce resources to wants which seem always to be larger than can be fully satisfied."

And this, in a nutshell, embraces the whole of the so-called "transportation problem." We have monkeyed with and distorted natural free-market allocation of traffic and earnings in transportation; and we naturally shy away from the only other way there is of economically allocating investment funds—that is, the way Russia does it.

Mr. Railroader:

DO YOU KNOW THE REAL COST OF DO-IT-YOURSELF ELECTRICAL ENGINEERING AND CONSTRUCTION?

Analyze such expenditures and compare them with the low-cost of using the services of Specialists experienced in Railroad Electrical Engineering and Construction.

Cost savings and increased operating efficiency in Classification Yards, Terminals, Repair Shops, Unloading Facilities can be realized by the use of our services.

Full information will be given upon request.

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If Americans could be persuaded to understand this basic economic situation, the solution to the "transportation problem" would come quickly.

FORWARD-LOOKING ENGINEER—In a railroad town in the southwest, I'm told, there was a freight conductor who was carrying on a mild flirtation with the wife of a locomotive engineer, with whom the conductor often worked.

One evening there was a dance, attended both by the conductor and the engineer and his wife. As the couple were walking down a corridor, the engineer went on ahead while his wife lagged behind with the conductor, who took advantage of his opportunity to put his arm around the gal. She pushed him away saying:

"Be careful, my husband is likely to look back and catch us."

"Don't give it a second thought, honey," said the conductor, "that rascal never looks back."

RR SHOW WINDOW—Professor William Greever of Moscow, Idaho, objects to my observation that it might be better for a railroad to get out of the passenger business than to down-grade its equipment and service. Professor Greever cites the Northern Pacific as a road manifestly proud of its handling of passengers and doing its best to maintain high-quality service.

I don't disagree with the professor. Where a railroad has the means to maintain passenger service at a level which will make friends for it, then the wisdom of so doing is clear enough. But what if you're near-broke and clunkers are all you can afford?

I'd like to see an appraisal by some "outside" source of the volume of railroad passenger service desirable in the public interest—and then have all parties (management, unions, regulatory authorities, defense officials) come up with ways and means whereby the railroads could maintain that level of service, without loss.

COMMON MARKET—I keep reading how the "common market" in Western Europe (reduction or elimination of tariff and immigration barriers between countries) is increasing production and living standards.

One thing that is going on is greatly improved cooperation among the railway administrations of the countries involved to upgrade the quality of interchange service; and, I gather, there is also a lot of collaboration in rate-making, to keep the increased traffic volume on the rails and off the highways. Europe has a lot of able railroaders and they seem to be making the most of their enlarged opportunities.

MURPHY'S LAW—I heard the other day of another "law" of human behavior. It's called "Murphy's law of random perversity" and declares that, if anything can go wrong, depend upon it, it will do so.

Gresham's law (that bad money drives out the good) has a much wider application than just to the coin of the realm. For instance, bad shipping practices tend to drive out the good. Suppose a shipper indulges on the side in "gray area" trucking, thereby reducing his transportation costs, which gives him the edge over his competitors. They may have to "gray area" it themselves, or suffer the consequences. Among competitors, the morality of the least ethical tends to set the standard.

These "laws" sometimes sound half-jocular, but not everything that sounds funny is necessarily inaccurate or unimportant.

L & N OFFERS PIGGYBACK SERVICE IN DEPTH

Sixteen fully-equipped L & N piggyback terminals cover the Mid-South.

L & N has its own fleet of piggyback cars and trailers.

L & N's affiliation with Trailer Train Company assures an adequate and readily available supply of latest-design cars for piggyback loading.

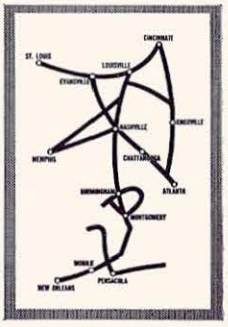
L & N handles both Flexi-Van and regular piggyback shipments. Coordination of services is in effect between L & N and over 30 motor carriers.

L & N has the most actual piggyback experience of any railroad in the South!

In piggyback, as in every form of rail transport, L & N gives service solidly based on practical experience, plus a heavy and continuing investment in modern equipment and facilities.

Why is L & N a strong link in the chain of piggyback shipments from the Great Lakes to the Gulf, and from east of the Rockies to the Atlantic? For one thing, L & N is *kept* modern, as proved by the system's $47.5 million 1960 investment in new cars and terminal equipment, with a further $48 million to be spent for the same purposes in 1961.

One of the nation's great railroads, L & N has 5,700 miles of main track and a fleet of cars that is among the country's five largest. L & N provides service to, from, and through the Mid-South that is fast, up-to-the-minute, and dependable. Classification yards as new as tomorrow in their design . . . electronic car tracing . . . these are only two of many advanced time-savers that speed shipments for L & N patrons. Write or phone *Freight Traffic Department, Louisville and Nashville Railroad, Louisville 1, Kentucky (JUniper 7-1121).*



LOUISVILLE AND NASHVILLE RAILROAD

L&N THE DIXIE LINE

ICC Order Upset as Federal

► **The Story at a Glance: The 1958 Transportation Act's rate-freedom provision's prohibition against umbrella rate-making cannot be nullified by the ICC "merely because of the adverse effect of rate competition on another mode of transportation, even if carried to the point of rendering one mode of transportation obsolete and hence unable to survive." That upholding of the railroad industry's position came from a three-judge federal court as it set aside a Commission order which required that piggyback rates be 6% higher than competing rates of water carriers in the Atlantic-Gulf coastwise trade.**

The water-carrier rates with which the Commission-condemned piggyback rates would compete are rates of Seatrain Lines, which transports freight cars on its vessels, and truck-water rates of Sea-Land Service, Inc., a coordinated operation in which highway trailer bodies or containers are transported over both motor-carrier and water-carrier segments of through routes. The court found the piggyback rates lawful because, generally, they are above fully-distributed costs.

Despite this win, however, the railroads won't like the court's determination that the fully-distributed-cost basis is the proper one for identifying the low-cost carrier in a competitive-rate situation. The railroads contend that fully-distributed costs have no proper role in competitive rate-making.

The ICC's undertaking to manipulate railroad rates to insure survival of water-carrier service in the Atlantic-Gulf coastwise trade has been thwarted by a three-judge federal court. The court, which functioned in the U. S. District Court for the District of Connecticut, consisted of Circuit Judge Carroll C. Hincks, who wrote the opinion, and District Judges Robert P. Anderson and William H. Timbers.

The case, which the ICC may take to the U. S. Supreme Court, involves the railroads' appeal from the Commission's decision of last January in I&S No. 10415 and related cases (RA, Jan. 16, p. 9). The Commission condemned railroad piggyback rates published to compete with Seatrain and Sea-Land rates. It based its condemnation on findings to the effect that the national transportation policy required survival of the water-carrier service and that such survival required that the rail rates be 6% higher than the Sea-Land and Seatrain rates.

This determination was made despite evidence indicating that most of the proposed rail rates would yield revenues exceeding fully-distributed costs. Moreover, the Commission found that it could not determine, on the record before it, which of the competing carriers had the "inherent advantage."

The court's study of the record prompted it to hold that "the requirement of rate differential to protect the water carriers" was not justified by the evidence. The requirement violated the 1958 Act's rate-freedom provision, the court added.

"The Commission, contrary to the specific prohibition of the 1958 amendment, is plainly holding up railroad rates 'to protect the traffic' of another mode," the opinion continued. It went on to say that the evidence and Commission findings do not support the Commission's reliance on the rate-freedom provision's call for "due consideration of the objectives of the national transportation policy."

The court proceeded to parse that policy, examining first the call for recognition and preservation of the inherent advantages of each mode of transportation. Here came the endorsement of fully-distributed costs as the basis for identifying a low-cost carrier. The court said:

"By 'inherent advantage' was meant the ability of a mode of transportation over the long run to provide a transportation service more acceptable to its shippers, by reason of quality or price, than that offered by a competing mode. That the calculation was to be long-run must be emphasized. The shorter-run 'out-of-pocket' costs of one mode (e.g. railroads) may be lower than the longer-run 'fully-distributed' costs of competing modes (e.g. water carriers) whose long-run costs are lower.

"When they are, rates set by reference to out-of-pocket costs may favor what in the long run is the less efficient, higher-cost mode. Thus 'inherent advantage' of lower cost (or better service, which is discounted for price) refers to long-run, or fully-distributed costs of carriage."

Finding itself unable to condemn the railroad rates on the basis of the "inherent-advantage" factor, the Commission turned to the policy's "destructive-competition" factor, the court said. It then rejected that approach with this comment:

"Apparently, the Commission thought that in any rate competition which threatens the continued existence of a competitior it had power to prevent a 'destructive competitive practice' irrespective of whether the challenged rates were compensatory to the proponent thereof or whether the mode of a contesting competitor was a lower-cost mode than that of the proponent. This, we hold, was an erroneous interpretation of the act, as amended. Even before 1958, it would have been erroneous to hold that, irrespective of other factors, rates were unlawful merely because they would destroy carriers operating under different modes of transportation."

Noting that the 1958 Act's rate-freedom provision, now Section 15 (a) (3) of the Act, was enacted after the Commission's emphasis as between different factors of the transportation policy had "vacillated," the court expressed its view that "on the whole, the amendment was intended to provide freer competition as between the different modes while still continuing protection to the mode having the inherent advantage of low cost from unfair or destructive competitive practice." Also, the court rejected the contention of the government's brief supporting the Commission that the rate-freedom provision "brought about no fundamental change in the law."

In the latter connection, the court had in mind "that by the 1958 amendment, Congress for the first time articulated an express, though qualified, prohibition against holding up the rates of one mode to protect another, a prohibition accompanied by a direction that consideration shall be given to the effect of rates on the carrier for whom they are prescribed." The court added:

"We think that Congress, in adopting the 1958 amendment, which its committees thought would encourage competition, did not intend the included prohibition of compulsory rate differentials (i.e., the anti-umbrella clause) to be nullified merely because of the adverse effect of rate competition on another mode of transportation. . . . Instead, we think, the differential prohibition was intended to be qualified only when factors other than the normal incidents of fair competition intervened, such as a practice which would destroy a competing mode of transportation by setting rates so low as to be hurtful to the proponent as well as his competitor, or so low as to deprive the competitor of the 'inherent advantages' of being the low-cost carrier.

"The 'inherent-advantage' factor and the 'destructive-competitive-practice' factor were the only two policy factors mentioned in the Congressional committee reports. We think the reference to the national transportation policy in Section 15 (a) (3) indicates an intent that the differential prohibition was to be

Court Closes a Rate Umbrella

qualified only when necessary because of the interplay of these factors."

The court "cannot help wondering," as it said, if the Commission's "obvious reluctance" to decide on the basis of the cost evidence "may not be attributable less to its interpretation of the applicable law than to its fear" that such a decision would jeopardize value-of-service rate-making which the Commission "has developed." The court indicated that it does not oppose value-of-service rate-making in its proper setting, but it insisted that the Commission's undertaking here to "protect the over-all rate structure" was "unlawful interference with the forces of competition."

The court also found that the Commission's condemnation of the piggyback rates could not be justified on national-defense or shipper-need grounds. As to the Commission's concern about a rate war, the court said nothing in its decision disparaged the Commission's minimum-rate powers.

The court softened its injunction order with this comment: "If an enlarged record shows the water lines to be the low-cost modes, and the Commission also finds that value-of-service considerations demand water rates above full costs, our injunction won't prevent the Commission from requiring higher trailer-on-flat-car rates. However, a railroad rate for a particular movement, if it yields the railroad's fully-distributed cost which is lower than the water carrier's fully-distributed cost, may not be disturbed."

ICC's Tucker Wants Merger Planning

Interstate Commerce Commissioner Tucker's call for more merger planning is based on his conviction that the government should abandon the role of "follower" and become the "leader" in this field of railroad consolidation. The call came in Mr. Tucker's November 16 lecture at the Boston University School of Law (RA, Nov. 20, p. 36).

Commissioner Tucker is a Kennedy appointee to the Commission, from the President's home state of Massachusetts. He said most mergers of consequence have been "almost endlessly litigated," at great expense to interested parties, and he saw "no real prospect" for changing that situation "without some new legislation emphasizing the planning and promotional function of government and without some modernization in the governmental procedures and requirements leading to the approval or disapproval of mergers." The position of the railroad industry is that no change in the present law relating to mergers is called for.

Commissioner Tucker recognized that the "master plan" approach tried in the Transportation Act of 1920 was a "failure," but he believes "at least a regional plan concept would be superior to the present piecemeal consideration of unrelated proposals." He said he was not advocating compulsory consolidations, but added:

"The government must increase its transportation research and development, while fostering and stimulating mergers by inspiration, encouragement, and assistance in planning, negotiating and consummating rail mergers. Maximum return to the taxpayer in terms of improved rail service and a better defense facility must dictate governmental policy. And, no longer should those in government, or the public generally, believe hopefully that the national railroad system will develop to meet the needs of our country without inspiration, encouragement, and assistance, or at no cost to the taxpayers."

In the latter connection, Commissioner Tucker suggested that the government might well underwrite mergers which it considered in the public interest, but which would be unsound "from a strictly financial viewpoint." Examples of such situations, the commissioner explained, would be cases wherein the cost of labor protection would be too expensive, or assumption of dividend requirements would be burdensome.

"It is my opinion," Mr. Tucker continued, "that the government, when confronted with a merger proposal which is clearly in the overall public interest of strengthening our transportation system, should participate fully in the adjustment of interests which are in conflict with the proposal by supplying leadership and incentive for private initiative, innovation, and creative thinking."

Pending Congressional action, Mr. Tucker thinks the Commission might do something to expedite consolidation proceedings and point up the public interest in them. He suggests that this might be accomplished through the use of ex-parte-type proceedings, "which could be employed to produce a 'pilot study' determination for use in the particular formal merger proceeding to which the pilot study relates." Commissioner Tucker further explained:

"In such a proceeding, the Commission, after the filing of written representations and arguments, would be able to make certain preliminary determinations concerning overall public interest factors. The pilot determinations, of course, would not be binding upon the parties to the merger proceeding, but could serve to develop guidelines to clarify issues and policies involved in the related proceedings. This type of proceedings, to be of any value, should be completed in a period of 90 days and could, if necessary and appropriate, parallel the related merger case."

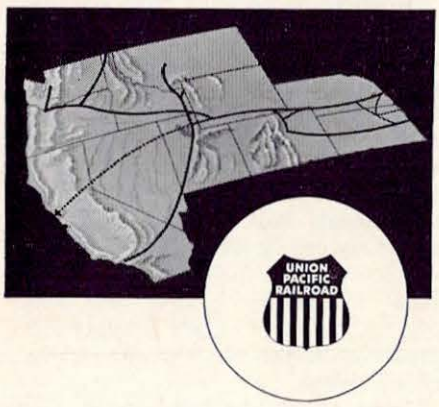
The commissioner threw out this idea because he thinks it is "of vital importance to develop, at the very minimum, guidelines of Commission policy at the earliest stages of formulation of any proposal." Mr. Tucker went on to say that litigation of a sizeable merger under present procedures "presents formidable expenditures of time and money which we could help to 'shave' in some cases by exploring the area of formulating early policy pronouncements concerning the broad public interest questions." The commissioner added:

"It is important for the Commission to refine its procedures and to employ all of the available powers already granted by Congress. A dynamic approach to transportation problems based upon the mandate of national Congressional policy is necessary. With it we can more fully consider all of the implications of any particular merger proposal.

"It would be no more than a truism to say that regulation is not management and that it is up to railroad management to bring to the Interstate Commerce Commission proposed cures for railroad ills. But it does not follow that government must sit idly by while the railroads become weaker. Railroad managements have their primary responsibility to stockholders. Railroad labor unions have their primary responsibility to members. Local and state governments have their primary responsibility to the needs of the locality and its citizens.

"There should be little doubt that the federal government must take the lead in resolving these often diverse interests within a pattern of development which will serve our national purposes." Mr. Tucker said.

UPkeep **UP**s the value of **U**nion **P**acific service



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Smooth fast hauls help make good freight service.

To keep up the smooth running track, for instance, costs about 26 million dollars a year. Compare that with the cost of about 60 millions to build Union Pacific in the first place.

Thrusting mainline tracks across gorges saves time for trains. Spans like this one above cost around half a million dollars—carefully spent railroad money.

New power units to haul your freight surely and speedily across the West are a steady investment. Four units like these above represent a total of around $800,000.

No matter which way you look at it, Union Pacific continues to invest in constantly better freight service for shippers like yourself.

Routing your western shipments on Union Pacific is a good investment in transportation for your company, don't you agree?

UNION PACIFIC
Railroad
OMAHA 2, NEBRASKA

TRAVELING OFFICE in converted panel truck is used by Timken to speed up intra-plant shipments.

IDEAS FOR BETTER SHIPPING

Timken Traffic Office Goes to Job

When shipping jobs can't be brought into an office—take the office to the job! That's what Timken Roller Bearing Co.'s Steel and Tube division, at Canton, Ohio, is doing.

A Metro Mite panel truck, converted into a traveling office, is used for making out billing and checking steel billets or tubing for freight car shipments from Timken's Gambrinus plant, near Canton, to the company's Wooster steel plant, some 30 mi distant. The system makes it possible to load cars from any point adjacent to a track, with necessary papers on hand at the loading site.

The operation is handled by a four-man crew—a lift-truck operator, two hook-ups and a stocker. The stocker must physically check material being shipped to see that he has complete steel heats or complete orders. Once these are accounted for he must compute weights to see that the load does not exceed the car limit. Each loaded car is then billed individually, with copies of each bill to Timken shipping and cost departments, railroad yard office, the car itself and the file. After loading—one 70-ton car per hour—is completed, the stocker reports to the railroad yard office the total number of cars loaded and the number of each car going to Wooster.

Actually, Timken says the truck serves a two-fold purpose. It is used by the afternoon shift as an office; and by day shift supervisory personnel of the material handling department to direct and coordinate activities of mobile handling equipment. Its flexibility has increased operating efficiency and avoided the need to build small temporary offices at each loading point.

The truck itself includes a built-in desk; dome and desk lights for evening work; gasoline heater for cold-weather operation, and two-way radio.

SHIP A FULL CAR
INSTEAD OF TWO SMALLER LOADS

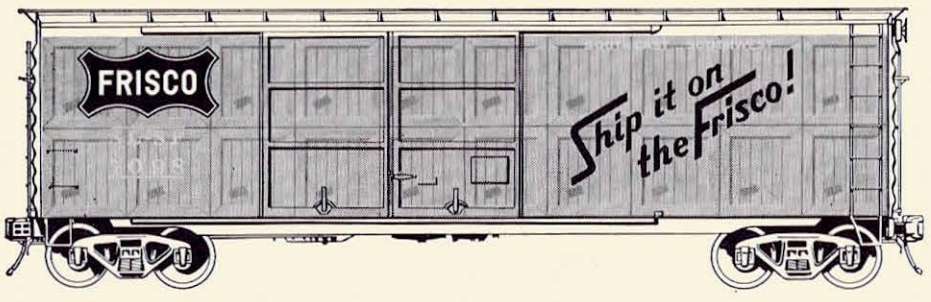
"Via Frisco" you can often
CUT UNIT COSTS by SHIPPING BIG!

Reduce your unit costs where the opportunities are greatest... by shipping BIG or BIGGER on the FRISCO.

While larger shipments may mean some increase in warehousing costs, very often the lower rail freight rates earned by larger shipments are more than offsetting and result in lower *unit* costs. You can see why. Mass transportation offers greater areas for procurement and distribution savings.

FRISCO *planned mass transportation* can extend the benefits of your mass production. It's a volume operation geared to your shipping requirements.

So ship big and work those unit costs down to "size". Call your FRISCO Sales Representative today; offices in 64 principal cities.



A Case in Point—assume that two less-than-capacity shipments travel the same 400 mile route on different dates. That's 800 miles of transportation. By combining the two into one, costs can often be substantially reduced. Big savings may also accrue when you ship in one box car instead of two trucks. Ask FRISCO "how much?"

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JCL ENDS BOTTLENECK

(*Continued from page 27*)

in recent years, the problem became acute. The most efficient solution, Mr. Minetti notes, was found to be lowering of the westbound express track, Track 2. By this means, Jersey Central could get an additional foot-and-one-half of clearance without affecting either the PRR line or the minimum clearance of the street under the bridge. This is possible, Mr. Minetti says, because the street is lower under Track 2 than at the bridge entrances. Hence, Track 2 can be lowered to conform to the street contour.

To accomplish this, Track 2 is being depressed for a distance of 1,600 ft—a distance that is restricted by the location of two other street bridges that are not being changed.

To permit the job to proceed without seriously affecting JCL's heavy commuter traffic through Elizabeth, only Track 2 was taken out of service. Track 1, the eastbound express track, was provided with reverse signaling before the bridge work began (Track 2 will also have reverse signaling when the job is completed) and a new temporary turnout was installed west of Elizabeth from Track 4 (westbound local) to Track 2. Of the total $118,000 budget for the job, $30,000 is allocated for new signaling.

Engineering phases of the project include removal and replacement of the steelwork of the bridge span carrying Track 2 over Broad St., lowering the roofs of two pedestrian tunnels connected with the Elizabeth station and installation of new drainage, as well as the depressing of Track 2 itself. The pedestrian tunnels presented a problem because they were built with arched roofs. To lower the track sufficiently, the arched roofs of these tunnels had to be removed and replaced with a slab-roof construction. Although Track 4 was not being lowered, falsework had to be constructed on Track 4 while work was in progress on Track 2.

Dropping the track presented no particular problem in itself. When the track and ties were removed, a Maintenance of Way department Gradall was brought in to scoop out the sub-grade.

Removal of the bridge floor was accomplished with a track-mounted crane. The new bridge floor contains all-welded floor beams, shop welded and field bolted at the site with high-tensile-strength bolts.

The engineering departments of the Baltimore & Ohio and the Jersey Central cooperated in the design for the bridge and pedestrian tunnel reconstruction. All track and construction work is being performed by JCL forces.

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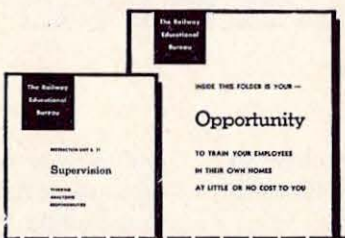
Now you can take a big step forward to improve human relations and solve operational problems...keep jobs running smoothly and efficiently...with the aid of a carefully developed training program for supervisors and for men preparing for supervisory work.

To meet the growing demand for just such a training program, a brand new two-year course in the fundamentals of supervision has been designed especially for railroad men by the Railway Educational Bureau.

Here you have a home study course based on a highly specialized series of texts covering the latest methods of supervision. The first half deals with the human side of supervision; the second with the material side (costs, planning, etc.). Designed especially for railroad men, it is prepared in *railroad* language, deals with actual *railroad* situations.

Railroad executives and department heads now can train designated personnel at moderate cost. The intensive two-year course includes library and consultation service. Order today or send for more complete information and price schedule.



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☐ I would like to order the Railway Educational Bureau supervision course for _____of my employees (list of names attached.) Send me full particulars, including cost involved.

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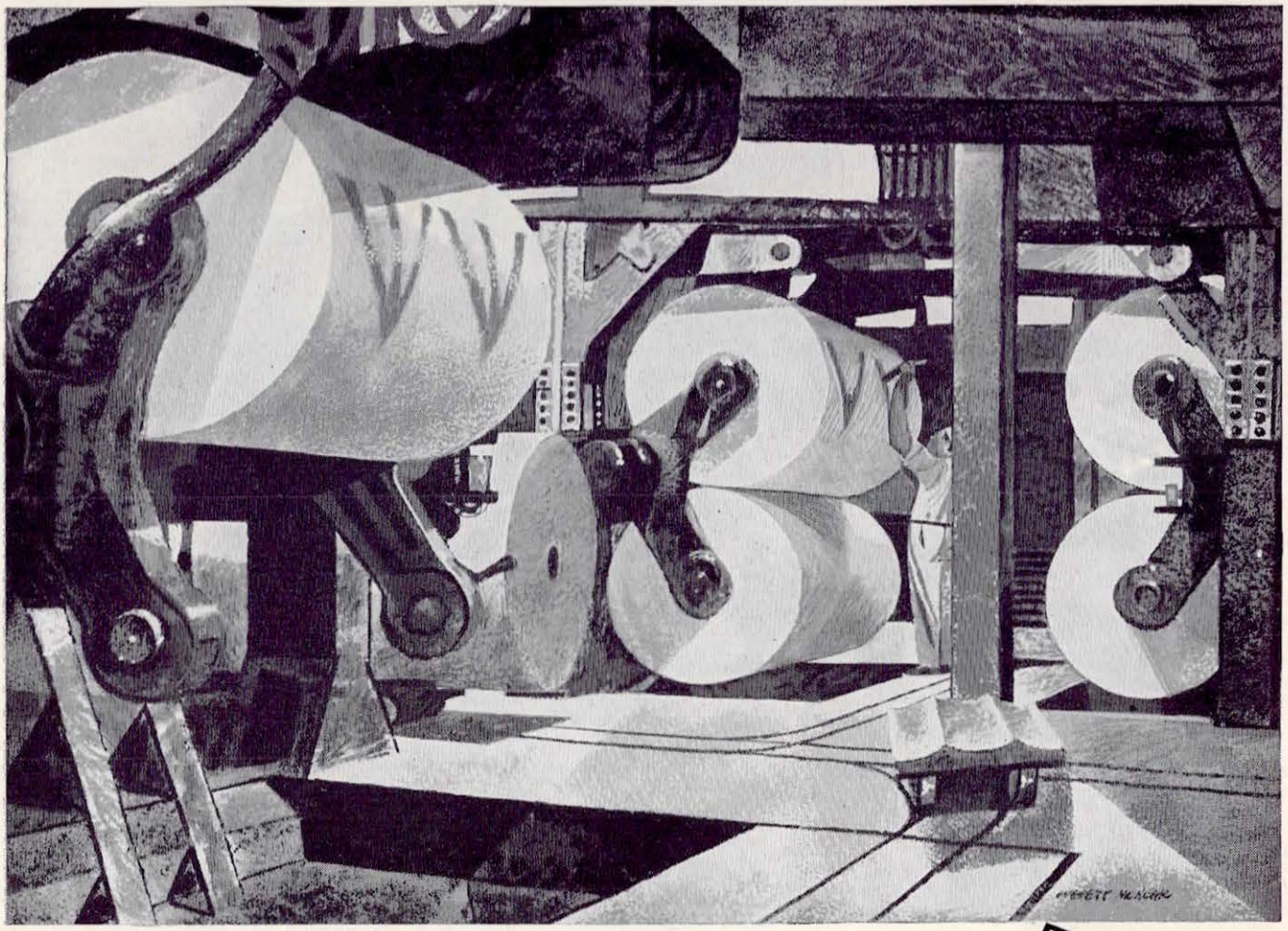
Found: The remedy for newsprint damage, U.S. publishing's high-speed headache



Rolls like this *weigh nearly a ton; when out-of-round, they create vibration and damage.*

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CREATIVE CREWS

THE MILWAUKEE ROAD

America's resourceful railroad

When U. S. presses switched to high speed, newsprint became a major problem.

Unless a newsprint roll is *perfectly round*, it tears under tension and the whole "web" has to be re-threaded through the press.

Nevertheless, a sizeable percentage of rolls reaches the pressroom with flat spots, "starring" (caused by compression), gouges and tears. It has been extremely difficult to fix responsibility for this damage or to pinpoint its source.

Now a Creative Crew of the Milwaukee Road has proved that it is possible to ship newsprint without damage, over long periods, *when the producer, the carrier and the user all cooperate.* The proof: Several hundred carloads of newsprint loaded in Canada, carried by rail to a leading midwest newspaper, unloaded and stored without appreciable damage in the 8 months ended June 1, 1961!

In achieving this remarkable record, Milwaukee Road personnel carried out fully the recommendations of the Special Committee on Newsprint Transportation and Handling of the Association of American Railroads.

In ways like this, the Milwaukee Road constantly applies creative thinking to the safeguarding of *all* commodity shipments.

—The Milwaukee Road, Union Station Bldg., Chicago ·

RSMA Explores Computer Role

► **The Story at a Glance: Progress is being made in two key areas of railroad operations: (1) computer applications for management information and control; and (2) interdepartmental cooperation, according to speakers at the fall meeting of the Railway Systems and Management Association in Chicago (RA Nov. 20, p. 11).**

The immediate goal of Great Northern's electronic data processing program—to generate useful management information—is being accomplished, M. M. Donahue, manager of GN's central car bureau, told the RSMA meeting. These are the results he cited:

- Increased terminal efficiency with improved accuracy and control of movements.
- Elimination of much duplication and manual preparation of reports, thereby minimizing paper work in all offices.
- Improved car distribution because the supply of specific types of equipment is known daily.
- Centralized car tracing which provides the information shippers expect before they ask.

Mr. Donahue said GN's approach to data processing has been to establish modern data accumulation centers covering revenue, payroll, material, and car and train movement functions. These centers are designed not only to furnish immediate information for line management, but also to feed a continuous flow of data to the center computers which are programmed to digest and process, on a scheduled basis, this data simultaneously into reports for consumption by general office management and into feed-back reports for line management.

Four zone accounting offices have been established to do all the station agency accounting for the entire railway. While each has standard tabulating equipment, small scale solid state computers have been installed at Seattle, Wash., and St. Paul, Minn., for more rapid generation of reports.

District accounting offices at Willmar, Minn., and White Fish, Mont., provide payroll, operating expense and material data. Like the zone offices, the district offices furnish data on punch cards to the road's St. Paul headquarters ready for processing on the Univac 1 or Solid State 90 computers.

Ten mechanized yards, each with tabulating equipment, and five Teletype points send train and car movement information to GN's central car bureau in St. Paul. This bureau is also a distribution agency in that it sends out data on new loads or special moves to origin and destination traffic offices located across the nation. Subsequently, information-bearing punch cards are converted to computer language to serve the requirements of the auditor of equipment service accounts, auditor of freight accounts and the general superintendent of transportation for many types of passing statistical and performance reports, Mr. Donahue said.

The "bread and butter" applications of computers must continue to pay the way, but the real success will be in the management reporting area, predicted R. E. Griffin, GN, auditor data processing. "It is impossible," he said, "to measure the savings realized through utilization of the computer for special studies. However, it is estimated that it has amounted to many thousands of dollars, since in the past many of these reports were done manually and on overtime.

"It is my belief that this type of reporting for management will become more and more commonplace and will give management the information that is essential today to assist them in making the proper decisions. In the past many of these reports were not possible because of the cost or time necessary to obtain them," GN's auditor stated.

"Our management policy regarding our computers [Univac 1 operating three shifts, seven days a week and a Solid State 90 just placed in operation] has been that they were to be available and used for the purpose of furnishing special management reports, as well as doing the day-to-day processing," GN's auditor stated. During August, he said, 65 hours were spent on special reports, which is about average. The following special reports were cited by Mr. Griffin:

- Analysis of passenger movement and train earnings for a particular geographical area. This report also included the origin and destination of passengers.
- A list of employees with a particular insurance coverage, and a special mailing list for another group of employees.
- A special report for the traffic department covering carload forwarded and received traffic through the Twin City gateway. This was produced from the central car bureau data.
- Three special studies covered (1) traffic handled with another railroad, (2) personnel in connection with a proposed consolidation (GNP&BL), and (3) capital expenditures.

Waybill data assembled, sorted and specially programmed for traffic department use, while historical in nature, can provide yardsticks in traffic analysis by commodities, by territories, by junctions, etc. said GN's M. M. Scanlan, assistant general freight traffic manager. From this data several reports are prepared. One, the line report, shows the carload commodity movement outbound and inbound on a GN line. It is used by traffic officers responsible for the territory covered by the line, and traffic and rate officers in the road's headquarters. The monthly and year-to-date comparisons between current and last year's figures permit a quick look at any unusual increases or decreases, and confirm anticipated changes in traffic from a particular line, Mr. Scanlan said.

GN sales supervisors are finding the selective study of data on a commodity, off-going junction, and origin and destination state basis very helpful in warning of a shift in traffic movement of a particular commodity. Mr. Scanlan said: "Our rate people are now using the state-to-state reports constantly because it gives them a good analysis on any commodity movement involved from specific state origins to specific state destinations. The reports are prepared on a monthly basis, being furnished to our people in about 45 days after the close of the month involved. The state-to-state report coupled with the line report enables prompt analysis of traffic from or to specific stations on our system."

The state-by-state commodity information is used in litigation of rates. The availability of this report eliminates special waybill studies, he said. Similarly in motor carrier certificate cases, the state-by-state commodity statistics enable rate officers to make exhibits indicating the traffic involved and the possible overall effect on such traffic should the motor carrier certificates be granted without due consideration to the revenue effect on the railway.

A revenue statistic, furnished on a monthly and annual basis to the traffic department, enables the department to make comparisons as to revenue per car, average tons per car, average distance hauled, etc. Mr. Scanlan said the sales and rate supervisors study this "bible" of information to determine causes for variations. This "bible" is developed from the basic waybill data and includes such items as: total number of cars, tons of revenue freight carried, ton miles of revenue freight carried, freight revenue, ton average per car, number of tons per car, average distance hauled, GN average revenue: per car, per ton freight carried, per net ton miles in cents, and per loaded

(*Continued on page 56*)

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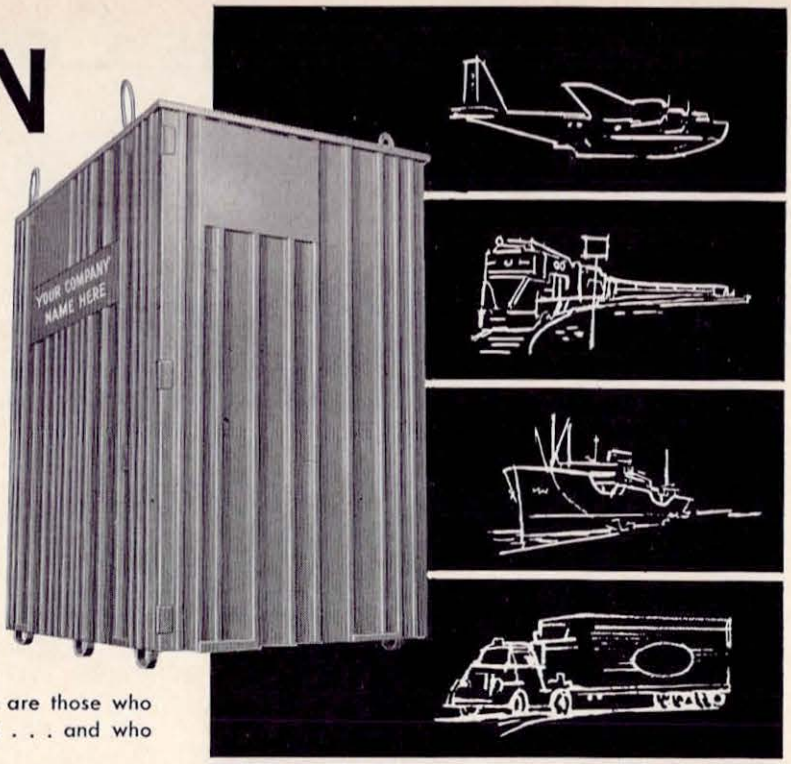

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- Two significant actual case studies, what they show, how to benefit from them
- The reasons why management men want to change their jobs
- Performance appraisals among middle management in Railroading

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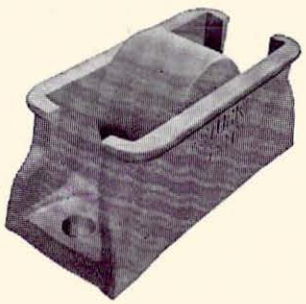

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A separate section is devoted to operating problems, and covers the work of the train conductor, schedules, train orders, the function of the classification yard and the break-bulk station, moving fast freights over the rails, and similar subjects which give the reader an inside view of this aspect of American transportation.

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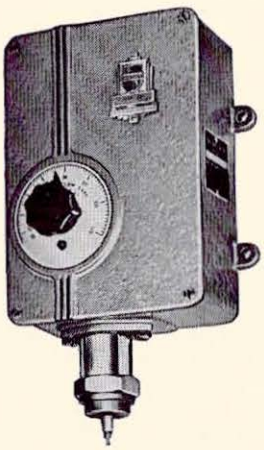

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*Railway Age, Feb. 8, 1960

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car mile in cents.

Computer reports have brought about tighter control of stocks in Great Northern's stores department, G. H. Patterson, assistant general storekeeper, reported to RSMA members. Five responsibilities of GN's store department are: (1) timekeeping and payroll processing for entire store and mechanical departments; (2) processing of entire labor and material disbursements for these departments; (3) inventory preparation and perpetuation; (4) protective material valuation; and (5) slow moving material valuation and disposition. Some of the more important computer-prepared reports cited by Mr. Patterson were:

- Monthly report showing cumulative costs of repairing diesel locomotive units, and including locomotive number, location where work was performed, code description of repairs, labor, material and other charges.
- Monthly system summary of ICC accounts distribution charges. All accounts are reported with total costs by location showing labor, overhead, materials and totals.
- A monthly material action report furnishes management with dollar value of stocks in excess of maximum, by item, by location, and items that need replenishing due to having dropped below minimum. It is an exception report, listing only those stock items that fall outside the prescribed minimum-maximum quantities established. The objective is to maintain a flow of material that can be determined on a monthly cut-off basis.
- Assignment-of-protective-material reports give amounts and locations of such material. Protective stocks are those carried for protection of specific equipment or roadway regardless of usage, as opposed to regular stock which is ordered on basis of usage or seasonal requirements. The report shows also the amount and location of protective items that may be carried as regular stock at other locations.

The preparation of these and other reports is done by electronic data processing, the foundation of which is a numbering system. Mr. Patterson explained it this way: "In payroll and labor accounting, use is made of an employee working number system. Each employee is assigned a working number, which becomes his computer address for all payroll, distribution and labor information accumulation.

"For storekeeping records and material accounting, the numbering system consists of stock code numbers assigned to each cataloged stock item. Our initial step involved the preparation of a general catalog, listing all stock items in AAR class order. The catalog lists items regularly used by all departments. In addition, we carry in stock non-cataloged items ordered for specific purposes to which we assign 'one-time' code numbers. The stock code numbers assigned were placed in computer file and then became the computer address for reference in processing transactions.

"For use in making labor and material charges to ICC accounts, a simple coding system was devised. These are known as Service and Equipment, S&E codes. When applied to an employee working number or a material stock code number, S&E codes allow simple key punching for conversion to magnetic tape for computer processing of all labor and material accounting, payrolls, operating account forecasts and estimates, as well as other reports

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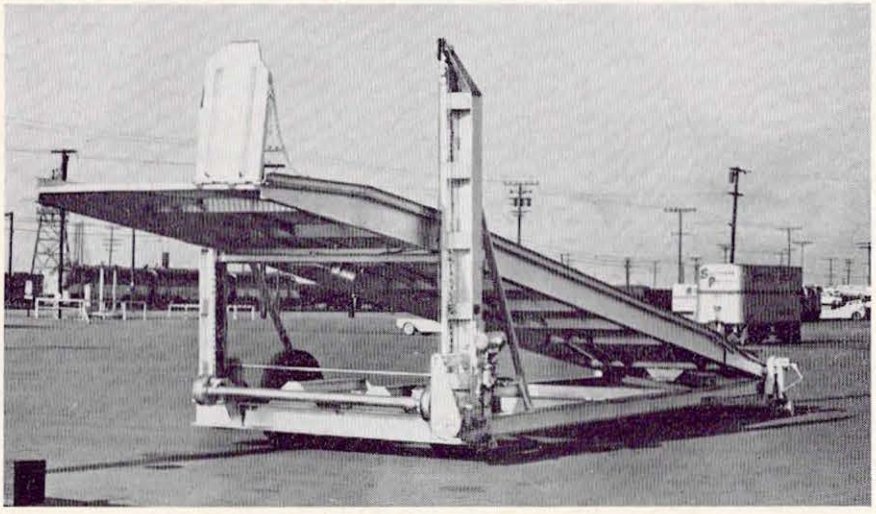

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for management information," Mr. Patterson said.

The mechanization of labor and material distribution at the operating division level on the Great Northern will provide management with accurate operating expense figures by the tenth day following the close of the month, according to J. C. Peterson, auditor of disbursements. The labor portion has been mechanized, and conversion of the material distribution has been under way since the first of this year. He said this mechanization will allow management to base decisions on actual rather than estimated costs.

Similar to the store and mechanical department reporting, labor and material distribution is made by ICC accounts. "This distribution is further broken down as to class of tracks, that is: running track, yard switching, and way switching. We are also breaking down the distribution as to the various types of buildings and other structures. In our code patterns we have subdivided the various operating divisions into areas," Mr. Peterson reported.

"About 95% of the load protection

(*Continued on page 73*)

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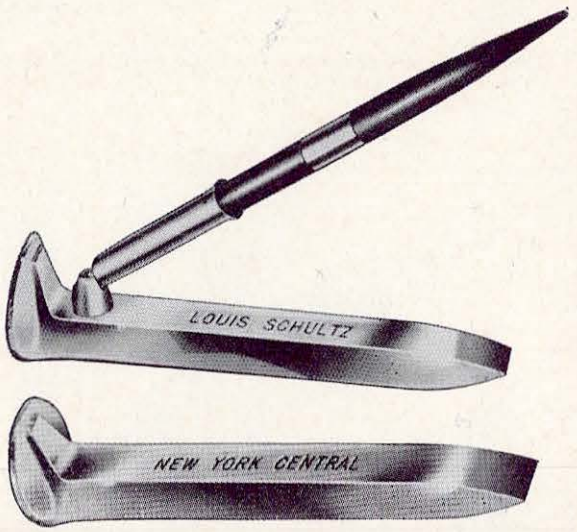

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PEOPLE IN THE NEWS

ALABAMA, TENNESSEE & NORTHERN.—G. A. Honey, assistant superintendent—roadmaster, York, Ala., retires Nov. 30.

CANADIAN NATIONAL.—Stuart E. Spencer, recently appointed terminal superintendent, Moncton, N. B., now named assistant superintendent of transportation there. **Fabian Kennedy,** regional co-ordinator of work study, succeeds Mr. Spencer as terminal superintendent.

Bryce F. Keays, regional budget officer, named work study co-ordinator, Atlantic region, Moncton.

CENTRAL VERMONT.—Donald L. Shepard, general foreman of motive power and car equipment, New London, Conn., promoted to superintendent of that department, St. Albans, Vt. **George D. Benham,** gangleader, motive power department, St. Albans, succeeds Mr. Shepard.

CHESAPEAKE & OHIO.—Cyril A. Demyan, freight service representative, Pittsburgh, Pa., appointed manager, World Commerce department, New York, succeeding **J. J. Bailey** (RA, Oct. 30, p. 64).

D. W. Smirl appointed assistant manager piggyback operations—system, Huntington, W. Va.

DONORA SOUTHERN.—J. W. Hetherington appointed superintendent, Donora, Pa. (P. O. Box 192).

ERIE-LACKAWANNA.—Grover C. Howe, assistant district sales manager, Milwaukee, Wis., retires Nov. 30.

LEHIGH VALLEY.—G. R. Murphy appointed general agent, San Francisco, succeeding **L. R. Smith,** district freight agent, who retires Nov. 30. **Clyde Slocum,** district freight agent, Kansas City, Mo., retires Nov. 30.

MISSOURI PACIFIC.—Simeon M. Carter appointed district sales manager, Louisville, Ky., succeeding **Bruce C. Rayburn,** transferred to St. Louis, Mo.

NEW HAVEN.—Frank E. Moran, Jr., superintendent, New Haven division, appointed staff assistant to the trustees. **David G. MacLeod,** terminal superintendent, Providence, R. I., succeeds Mr. Moran as New Haven division superintendent.

NEW YORK CENTRAL.—Harold P. Hannan, director freight car utilization, New York, retired Oct. 31. **Harold J. Slavin,** director of freight train operation, appointed director of freight train operation and car utilization. **Kenneth L. Richards,** general freight car distributor, appointed assistant director of freight car utilization.

NICKEL PLATE.—Robert P. Murray, general agent, Grand Rapids, Mich., transferred to Louisville, Ky., succeeding the late **A. E. Orsinger.**

NORTHWESTERN PACIFIC—Vernon Eaves appointed controller, succeeding **H. A. Nelson.**

PENNSYLVANIA.—Harold R. Matlack named manager of public relations, Chesapeake region, Baltimore, Md., effective Dec. 1, succeeding **Craig E. Taylor,** appointed Western area manager of public relations at Chicago. Mr. Taylor succeeds **Louis T. Henderson,** retiring (RA, Nov. 13, p. 33). Mr. Matlack was formerly with the system's public relations headquarters in Philadelphia.

PETALUMA & SANTA ROSA—VISALIA ELECTRIC.—Vernon Eaves named auditor, succeeding **H. A. Nelson.**

RICHMOND, FREDERICKSBURG & POTOMAC.—Urchie B. Ellis, general attorney, **Illinois Central,** Chicago, elected to the new position of general counsel, RF&P, effective Dec. 1. Williams, Mullen & Christian, Richmond law firm, appointed district counsel.

SEABOARD.—D. C. Sheldon, assistant to director of personnel, appointed assistant director of personnel, Richmond, Va.

SOUTHERN.—John H. Dewey appointed assistant to comptroller, Washington, D. C. Mr. Dewey was formerly a manager with Price Waterhouse & Co. **Melvin Hottle,** internal auditor, will report to Mr. Dewey.

UNION PACIFIC.—William James, general traffic agent, Pittsburgh, named traffic manager, Denver, replacing **George A. Brown,** transferred to Portland. **Glenn Locke,** chief clerk, New York, succeeds Mr. James.

U. S. DEPARTMENT OF COMMERCE.—C. K. Faught, Jr., of Laramie, Wyo., appointed special assistant to the Under Secretary of Commerce for Transportation, Clarence D. Martin, Jr.

Supply Trade

Richard E. Franklin has been elected vice president in charge of manufacturing, engineering and spot car repair systems for **Railway Maintenance Corp.,** Pittsburgh, Pa.

Clifford E. P. Smith has been appointed manager of cargo container systems for the **Heil Co.,** Milwaukee, Wis. Mr. Smith has served as manager of container sales at the Budd Co. and as transportation analyst at Fruehauf Trailer Co. He pioneered in the development of refrigerated and air conditioned mobile equipment for Frigidaire Division of General Motors.

Elmer R. Kenning appointed resident sales representative, **Inland Steel Co.,** for the states of Kentucky and Tennessee, at Nashville, Tenn.

Terence Neill has been named director of sales and a member of the board, **J. B. Ford division, Wyandotte Chemicals of Canada, Ltd.,** at the new plant at 41 Metropolitan Road, Scarborough, Ont., which was opened Oct. 19. Mr. Neill has been Wyandotte's Canadian sales manager for nine years. **P. H. H. Ridout** of the firm of Manning, Bruce, Peterson & Ridout, barristers and solicitors, Toronto, becomes secretary.

John S. Askey has been appointed engineering manager, **Everson Electric Co.,** Allentown, Pa.

Agreement has been reached under which **Aero Service Corp.** will be acquired by **Litton Industries.**

Frank E. Moran, Jr.
New Haven

Urchie B. Ellis
RF&P

Richard E. Franklin
Ry. Maintenance

Clifford E. P. Smith
Heil Co.

Herbert J. Peterson and **Edward G. Deibert** have been appointed to the technical service staff of **Oakite Products, Inc.,** at Chicago and Allentown, Pa., respectively.

Spurgeon K. Britt has been named coordinator of advertising and **Thomas W. Wilson** has been named coordinator of sales promotion by **Humble Oil & Refining Co.,** affiliate of Standard Oil Co. (N. J.), at Houston, Tex. In their newly created posts, Messrs. Britt and Wilson will aid **Robert M. Gray,** manager of advertising and sales promotion for nation-wide operations.

G. Clymer Brooke, president, **Birdsboro Corp.,** Birdsboro, Pa., has been elected chairman of the board of directors and **Robert W. Frank,** vice president—sales, has been elected president.

Industrial Traffic

Charles M. Naylor, traffic manager, **Black & Decker Manufacturing Co.,** Towson, Md., has been appointed transportation and warehouse manager, with responsibility for traffic, shipping and transportation operations.

W. C. Meyer has been appointed assistant to the vice president, **Crucible Steel Co. of America** and will direct purchasing and traffic functions of the company. Mr. Meyer was formerly with Westinghouse Electric Corp.

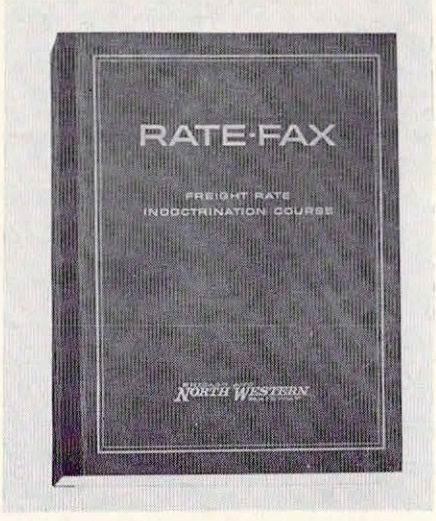
Willard L. Newman, manager packaging development, manufacturing engineering services, **General Electric Co.,** Schenectady, N. Y., has been appointed chairman of the recently formed Advisory Council, **National Safe Transit Committee, Inc.** (RA, Sept. 25, p. 55).

OBITUARY

Arthur F. Stinson, 67, retired treasurer, **New Haven,** died Nov. 19 after an illness of several years.

". . . To round out your knowledge, and provide you with an added (sales) tool." E. A. Olson, vice president, traffic.

". . . Not sales training in the traditional sense, but a way to help the sales force." H. C. Jacobsen, director, rate research and education.



420-page book, Rate-Fax, is the raw material for C&NW's new training program for salesmen.

C&NW Sets Up New Traffic 'School'

► **The Story at a Glance: The Chicago & North Western is this week instituting an unusual training course in the traffic department. The rate research section—specifically, the director of rate research and education, Herman C. Jacobsen—will conduct one-week "schools" to help C&NW sales personnel gain added knowledge about railroad pricing.**

Groups of from 12 to 15 sales officers, including those from off-line offices, will come to Chicago for each school. Each group will spend one week (52 hours) in classroom work. The pilot group begins class this week.

Knowledge of railroad pricing, normally the domain of the rate specialist, is becoming increasingly essential to the railroad sales officer. Competition has in part caused this; but today's salesman is also being asked about new concepts which have come into the pricing picture—incentive rates, agreed charges, contract rates, and the like.

Such developments have led the C&NW traffic department, under the direction of Vice President E. A. Olson, to move toward increasing the pricing knowledge of the road's sales force. As Mr. Olson puts it, greater pricing information will provide salesmen "with an added tool in [their] daily contact with shippers."

Mr. Jacobsen has written a 420-page textbook, called Rate-Fax, to provide the basis for the new training program. The first one-week "school" gets under way this week. Subsequent one-week sessions, with new groups of from 12 to 15 participants, will be held once a month.

According to Mr. Jacobsen, who will conduct the classes as instructor and discussion leader, there are three ideas behind the C&NW plan:

- The program is designed to improve communications within the traffic department, and between the department and customers. As Mr. Olson has said in a preface to Mr. Jacobsen's book, there is a need to bridge any gaps that may exist between the salesman, the customer and the railroad rate specialist.
- Salesmen in the field need maximum understanding of shipper problems. To the extent that pricing questions arise, the salesman who knows most helps most—and stands the best chance of getting the traffic. He must consider himself simultaneously a salesman and a "problem-solver" to cope with today's competitive problems.
- Because transportation is a service, the sales organization must not only sell the service but the benefits of the service. This can lead the salesman into discussions of costs and pricing. In short, the better salesman is likely to be the one who reflects an informed background about all aspects of his customers' problems.

Mr. Olson sees the new C&NW training program as providing help in all of these areas.

This week's initial class will be comprised of sales officers from numerous points and with various levels of responsibility. The objective is to stimulate maximum discussion during classroom periods. Indeed, the interchange of ideas in such discussions is likely to be an important by-product of the program.

Participants in each one-week "school" will receive copies of the Rate-Fax book; the book itself is a blueprint of the training program. The content ranges from a general background and history of transportation to sections on pricing policies and procedures.

Yet those who attend the course—and this will include departmental personnel at headquarters as well as on-line and off-line salesmen—will get more than a general survey of transportation. There will, for example, be sessions on costing as related to ratemaking in railroad service. However, because of the complexity of this subject, Mr. Jacobsen says this portion of the classwork will relate more to "what we do, rather than how." Latest Canadian and European pricing concepts will be examined, too, as added background.

In summary, Mr. Jacobsen speaks of C&NW's new undertaking this way:

"We are crossing the line with this training plan. It is not sales training in the traditional sense, nor is it pricing training in the sense that we want to make every salesman a rate expert. It is, in essence, an attempt to carry over to the sales force some new information about the rate side. We believe the effort will be helpful."

SHIPPERS LIKE REEFER TOFC (*Continued from page 13*)

it "has good potentialities in regaining for the rails some traffic now moving via motor common carriers and in private carriage." Unfortunately for the realization of those "potentialities," he goes on to report that, "in most instances, transit time [to some destinations] is two days longer than service available by motor carrier."

Consequently, this shipper considers it "unlikely, with rates that are only equal to the motor carriers, that very much of this type of traffic will be diverted to piggyback handling." "Piggyback," he adds, "lacks the flexibility of motor common carriers on shipments that stop off either to complete loading or to partially unload."

A mid-Western meat packer's traffic manager thinks "delivery service could be improved," and cites cases where "trailers have been delivered as late as 24 to 36 hours after train arrival."

An Eastern canning company thinks removal of key point restrictions would permit more rail carriers to provide stop-off privileges in a much more expeditious manner.

P. O. Helin, traffic manager for the Calavo Growers of California, at Los Angeles, says the service is not yet flexible enough. Since "exempt trucks now perform as required by perishable shippers," rail piggyback needs to provide "wider distribution at destination."

Comments on the need for better refrigeration are quoted above and below. Another comes from D.A. Chute, transportation manager, Armour & Co., Chicago: "Closer maintenance [should be] performed by mechanics on refrigeration systems."

Mr. Chute adds, however, that "piggyback is good dynamic competition, which railroads should progress to the utmost. . . . With rates predicated on a line haul, at which railroads should be most efficient, it gives shippers efficient, economical service via the cheapest mode of transport."

Develop more realistic pricing—Perishable piggyback has been gaining in movement of fresh Florida citrus fruit to Eastern markets because, at least in part, of the "welcome relief" of its flat rate structure. But the traffic man who makes that statement suggests that the same result might have been accomplished in refrigerator cars. He also expresses the fear that, "in time, tariff books will be as complex and confusing as other tariffs."

Conversely, use of reefer piggyback has been definitely hampered, in the opinion of other shippers, by absence of traffic-attracting rates, or by exclusion from inaugural TOFC operations of certain perishable commodities. "This policy," observes the man who made the last point, "precludes a joint opportunity to build a practical service and return some exempt traffic to rail movement." (Another barrier, says a Florida traffic man, is the 60% load limitation on any one commodity. "If this restriction were removed, we would use this type of service.")

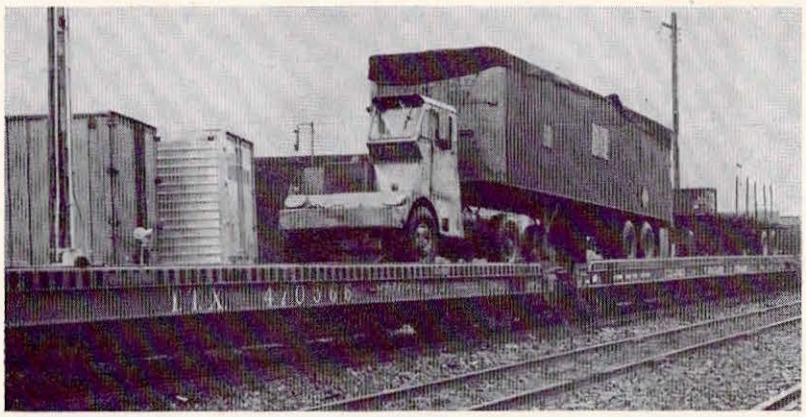
Strongest and most detailed comment on pricing (and some other topics) comes from Traffic Manager D. J. Osbjornson of Pacific American Fisheries, Inc., at Bellingham, Wash. "Pricing structure," he writes, "is holding back [perishable piggyback]. When pricing becomes realistic, it will grow with increasing momentum. To date, most pricing of TOFC traffic has only been competitive to motor carrier pricing. Motor carrier service, as a rule, is faster in transit time, so there is not much incentive to change. On carload traffic, the pricing structure is much more favorable, so again there is no incentive to change."

Mr. Osbjornson adds, however, that reefer piggyback does offer some needed flexibility for the railroads, and thinks containerization will offer more.

Of the two men who express serious doubts about the future of perishable piggyback, one says he would use it, if equal service were offered on a Plan I—"the only fair plan"—basis. This, he says, would be beneficial both to railroads and trucks.

The other—W. E. Novak, general traffic manager, Fairmont Foods, Omaha, Neb.—says "ramps and delivery service are not available, and it seems unlikely they can be economically justified, at points to which our truckload quantities are usually destined."

He continues to say that his company has "experienced a number of defrosted loads in mechanically refrigerated rail cars each year, but none on loads moving in truck service. In most of the defrosted loads, product temperature has risen to such a point that it appears as if inspection of the loads in transit is either inadequately performed or performed at too infrequent intervals. Even though we recover the value of the goods lost, we do not recover for time spent in processing claims. Based upon this experience, we would not divert present truck traffic to rail piggyback service unless there would be a cost or service advantage."



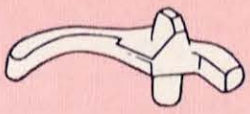
'Yard-Hustler' Shepherds 'Pigs'

Special design features are said to make the "Yard-Hustler" particularly adaptable to circus loading and unloading of "pigs"—as piggybacked highway trailers are coming to be known in railroad parlance. These features include: (1) short turning radius with power steering, to permit easy correction of trailer "drift"; (2) torque converter to absorb impact from crossing ramps between cars and provide smooth supply of power to eliminate jerky stops and starts; and (3) "picture window" visibility for driver. "Yard-Hustler" shown here is loading a Bessemer & Lake Erie trailer on a Milwaukee TTX car at Bensenville, Ill. Use of a comparable Young Spring & Wire Corp. power unit in Flexi-Van operations was described in Railway Age, June 12, p. 16.

Top Lock Lifter
Assembly . . . Cat. No. E-6-A

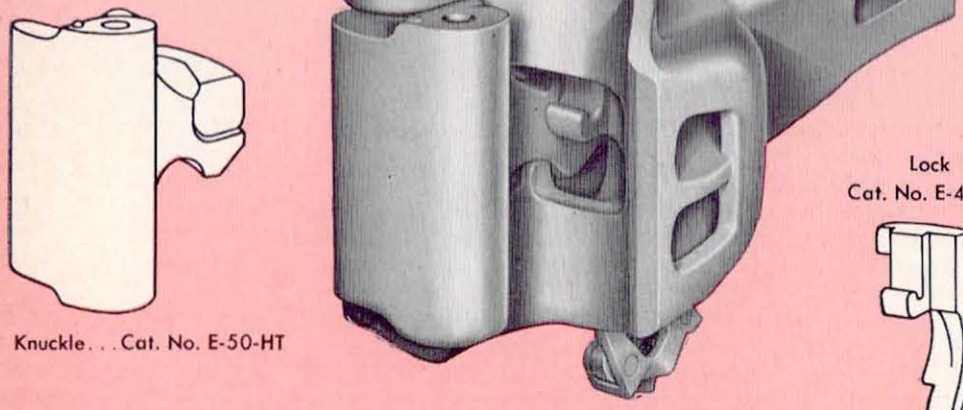
Top Lock Lifter
Hole Cap
Cat. No. E-2

Top Lock Lifter
Hole Cap
Cat. No. E-2-A

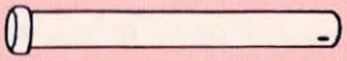


Knuckle Thrower...Cat. No. E-30

Articulated Rotary
Locklift assembly
Single . . . Cat. No. E-24-B
Double . . . Cat. No. E-25-B

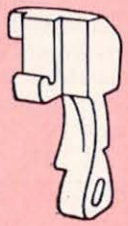


Knuckle. . . Cat. No. E-50-HT



Knuckle Pivot . . . Cat. No. C-10

Lock
Cat. No. E-40-HT



AAR Standard
Type E
Coupler Parts

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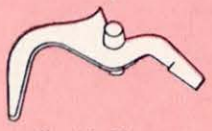
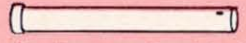
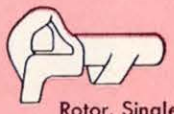


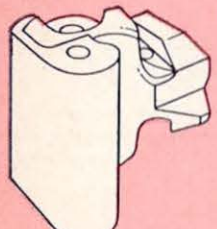
Knuckle Thrower
Cat. No. F-31



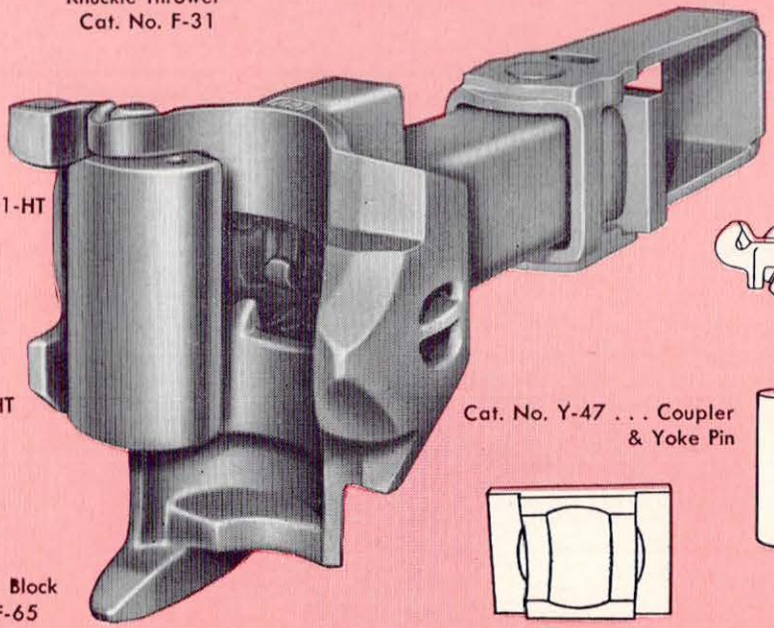
Knuckle Pivot . . . Cat. No. C-10



Rotor, Single
Cat. No. F-8



Knuckle. . . Cat. No. F-51-HT



Lock. . . Cat. No. F-41-HT

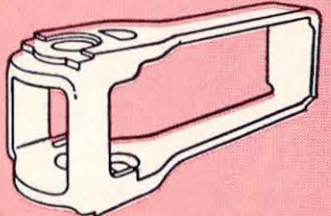
Rotary Lock
Lift Assembly
Cat. No. F-7
AND
Rotor F-8
Assembled.

Rotary Lock
Lift Assembly
Cat. No. F-7

Cat. No. Y-47 . . . Coupler
& Yoke Pin

Pin Bearing Block
Cat. No. F-65
and Spring
No. F-66

Cat. No. Y-46 . . . Follower



Cat. No. Y-45 . . . Yoke

AAR Standard
Type F
Coupler Parts

'Private' Transport

The National Industrial Traffic League, at its Denver meeting a few days ago, made some changes in its position on some questions of major policy. As usual, its statement of what constitutes good behavior in transportation (for example in rate regulation and taxation) is enlightened and cogent, as indicated here in our September 25 issue, p. 66. But when it comes to any possible threat to the privilege of shippers to engage in conduct which might not accord with the public welfare, the League's position is less clearly alined on the side of the angels.

Specifically, the League has reaffirmed its earlier position in opposition to the proposed census of transportation. Its adverse opinion of this proposal was expressed several weeks ago by an influential shipper, who engages heavily in what is known as "private trucking"—and who candidly admitted at the time that he had no desire for the government or anybody else to find out just what is going on in this particular sector.

It is quite understandable why some shippers—who are certainly in the minority—are not proud of some of the things that are being done under the heading of "private transportation" and would prefer to have as little official inquiry into that area as possible. We are at a loss to understand, however, why reputable and conscientious traffic people should consent to go along with a policy of secrecy about so large and vital a segment of the business.

Professor Ernest Williams is one of the nation's ablest transportation economists—having served on the "task force" that did the spade work on the 1954 "Weeks Report" on national transportation policy. He was engaged in a similar capacity on last year's transportation report by the Secretary of Commerce. In April of last year the Commerce Department published a pamphlet entitled "Rationale of Federal Transportation Policy," by Professor Williams and David Bluestone. Here is what these informed and objective observers had to say in their report about the need for a transportation census:

> "Lack of an economic balance in the development of the several forms of transportation is a major problem to which national policy must address itself. . . . It is a problem of which we are incapable of taking a quantitative measure because we have so little of the information necessary to appraise its significance and the trend of its development.
>
> "We do not know either the total volume of traffic handled or its composition by commodities and type, nor do we know over what distances the various elements of traffic move, the types of transportation performed, the reasons for choice under the present set of arrangements and the rates under which or the costs at which the movements are performed. Much of this information is available for the railroad and air transport systems and some is available for other segments of the industry. But very little is known about the wide range of unregulated transportation from which almost no routine information is collected. . . .
>
> "Information of this character which covers the entire function of transportation is urgently needed. . . . Such information can be provided only by a census of transportation to be undertaken as soon as possible. Moreover, such a census should be repeated at regular intervals to measure the effect of actions taken."

Professor Williams and Mr. Bluestone are not, of course, the only proponents of the transportation census. Indeed, practically all disinterested observers of the transportation scene agree that there exists the same public need to know the details of *all* transportation service that are already available regarding *railroad* transportation. The only likely motive for objecting to such a census must be the desire not to reveal information that could prove embarrassing.

Some months ago there was a collision in rural Illinois between a tractor-trailer combination and a postal van, in which three persons were killed. The tractor-trailer job belonged to a for-hire carrier of exempt products, but on this trip he had leased his equipment to a big packing concern—and the driver had become a temporary employee of the packer for this one trip. The ICC report on the accident indicated that the packing company had not taken the trouble to ascertain that its "employee," the driver, had been working longer hours than the law allowed.

The ICC's Division 1 recently issued a "cease and desist" order against a dairy products firm in Wisconsin which has been trucking its products to the Eastern seaboard, and getting back-hauls in the form of sugar, which it purchased—but under conditions which persuaded Division 1 to characterize its hauling of sugar as, in reality, for-hire carriage.

LET'S END THE SECRECY

With monkey business like this going on in so-called "private transportation," it's easy enough to see why some industrial traffic managers oppose systematic collection of information by a census of transportation, or any other fact-finding endeavor which might spotlight unwholesome conditions.

It is keenly disappointing, though, to see League policy in this area turning its back on the counsel of such a witness as Professor Williams, giving primary heed to advocates of concealment. Nobody has objected to bona fide private transportation, or is likely to do so—but certainly the public is entitled to information about its location and magnitude.

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You Ought To Know...

Heavier loading per car of 36 perishable commodities is calculated by the AAR to have saved nearly 18,000 carloadings in 1960 as compared with 1959; almost 229,000 in 1960 against 1954.

ICC hearings on the battle between Southern Pacific and Santa Fe for control of Western Pacific ended last week. Before submitting his recommendations to the Commission, Examiner Paul C. Albus will evaluate about 2,500,000 words of testimony heard during nearly 11 weeks of hearings. Briefs will be filed by the opposing parties May 1, 1962.

Dismantling of equipment began last week on the Chicago, Aurora & Elgin. The work is being done by Commercial Metals Co. of Dallas, which purchased the road's rolling stock, rails and other operating equipment for more than $1,200,000. CA&E ceased all operations in June 1959.

Part of the blame for "transportation inequality" has been placed with railroad officers by James R. Sullivan, assistant vice president for freight sales and service of the New York Central. "Railroaders and industrial traffic people have stayed on the political sidelines too long," Mr. Sullivan told the Cleveland, Ohio, Transportation Club. "The labor, agriculture, motor carriers and other pressure groups have done a far more effective job." Mr. Sullivan said the only way to save the industry is "for all of us to get vigorously into political action work."

Two-way radio is being tested on 20 New York Central commuter trains in an effort to speed train dispatching and minimize delays. In September, NYC's 5,496 suburban trains operated 93% on time.

A new approach to freight sales, involving complete and continuing statistical analysis of industrial traffic, has been launched by the Maine Central. The plan includes establishment in the traffic department of a new section which will study all carload movements as a basis for adjustment of rail service to meet transport needs of Maine industries.

Unemployment benefits totaling $13,557,569 were paid in September under the Railroad Unemployment Insurance Act. Sickness benefits in September totaled $5,156,505.

The need for "substantially increased purchases of specially designed rail rapid transit and commuter cars of the type produced by St. Louis Car" makes that division "one of the most promising members" of the General Steel Industries family, according to GSI President C. P. Whitehead. "There seems to be every reason to be optimistic about the future of the rail rapid transit industry in America," Mr. Whitehead told New York security analysts.

One passenger was killed and 123 injured in train-service accidents during September. Twelve employees on duty were killed and 1,587 injured.

The North Western's 400s will run another four months at least. The ICC has suspended for that period the railroad's notice of discontinuance which was scheduled to become effective December 1. Meanwhile the Commission will investigate the proposed discontinuance. The trains involved are the "Twin Cities 400," which operates between Chicago and St. Paul-Minneapolis, via Milwaukee, and the "Rochester 400," which operates between Chicago and Mankato, Minn., via Madison, Wis.

Government purchase of some 485,000 tons of anthracite to replace German coke at Army installations in West Germany will give railroads connecting Pennsylvania hard-coal fields with tidewater ports about 8,660 carloads of traffic over the next eight months. First shipment—about 450 cars—moved via the Reading early in November.

NEXT WEEK: U.S. SURVIVAL AND THE RAILROADS

This will be in many ways the most important issue of Railway Age ever published. Copies of the issue will be mailed to every U.S. congressman, every state governor, to regulatory bodies, mayors of major U.S. cities, editors of principal newspapers.

As though to set the stage for the December 4 issue, New Jersey's Governor Robert B. Meyner told a group of railroad men the other day that they must ". . . arouse the public as a first step in solving your financial problems." The heart of what he said was this:

> "You've got to get across to the public the importance of the railroads and what they mean to the economy."

Railway Age couldn't agree more. Beginning its "Tell the People" series in the Dec. 14, 1959, issue, it said:

> "If the people are for you, who can stop you? If they're against you, what can help you?"

This series was part of a Railway Age program which has included many special issues—e.g., OUTRAGE, THE TRAP, PICTURE HISTORY OF U. S. TRANSPORTATION—and many articles. It continues with U. S. SURVIVAL AND THE RAILROADS—and it will not end until the public understands what a deep and desperate need this country has for a healthy, aggressive railroad industry.

Traffic Publications

SUPPLEMENT TO INTERSTATE TRUCKING OF FROZEN FRUITS AND VEGETABLES UNDER AGRICULTURAL EXEMPTION. Supplements Marketing Research Report No. 316, issued in 1959. U.S. Dept. of Agriculture, Transportation and Facilities Research and Special Services Divisions, Agricultural Marketing Service. 20 pages. Supt. of Documents, U.S. Govt. Printing Office, Washington 25, D.C. 15 cents.

TRANSPORTATION OF HANGING BEEF BY REFRIGERATED RAIL CARS AND 'PIGGYBACK' TRAILERS. Marketing Research Report No. 485, U.S. Dept. of Agriculture, Agricultural Marketing Service. 24 pages. Free from Agriculture Dept. Office of Information, Washington 25, D.C.

GRAIN TRANSPORTATION IN THE NORTH CENTRAL REGION (an economic analysis). Marketing Research Report No. 490, U.S. Dept. of Agriculture, Agricultural Marketing Service, Transportation and Facilities Research Division. 121 pages.

HANDLING AND SHIPPING POTATOES TO PROCESSING PLANTS IN PALLET BOXES AND BURLAP BAGS. Marketing Research Report No. 495, U.S. Department of Agriculture, Transportation and Facilities Research and Market Quality Research Divisions, Agricultural Marketing Service. 36 pages.

PROTECTION OF RAIL SHIPMENTS OF FRUITS AND VEGETABLES. Agriculture Handbook No. 195, U.S. Department of Agriculture, Market Quality Research Division, Agricultural Marketing Service. 108 pages. Supt. of Documents, U.S. Govt. Printing Office, Washington 25, D.C. 55 cents.

BULLETINS 663, 664 and GLB 119. Three 4-page brochures giving information about Aeroquip cargo control equipment—Series F (light), 663; Series E (heavy), 664, and tensioning ratchet buckles, GLB 119. Advertising Dept., Aeroquip Corp., Jackson, Mich.

HOW TO USE EVANS DF EQUIPMENT. A pocket guide to quick and easy loading and unloading of cars equipped with Evans damage-prevention devices. 32 pages. Evans Products Co., Plymouth, Mich.

CARGOTAINERS. Illustrates and describes various uses of collapsible welded wire, 500-6,000-lb, containers. 16 pages. Brochure C-101. Cargotainer distributors of Tri-State Engineering Co., Cargotainer division, Washington, Pa.

EVALUATION OF STRAPPING MATERIALS. A performance evaluation report on "Avistrap" cord strapping. 12 pages. R. K. Scharff, Industrial Packaging Dept., American Viscose Corp., 1617 Pennsylvania Blvd., Philadelphia 3.

BULLETIN FK-29. Describes operation and installation of Fuller-Kompact Pump Model 62 for unloading dry pulverized materials from rail cars. Fuller Co., Catasauqua, Pa.

HOW TO SELECT A PRESSURE-SENSITIVE TAPE. Discusses factors that influence choice of tapes. 4 pages. Bulletin DB-56A, Johns-Manville, Dutch Brand division, 22 E. 40th St., New York 16.

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Loomis Urges Railroads To Take Offensive

AAR President Daniel P. Loomis has reaffirmed the industry's determination to achieve legislative relief in the coming session of Congress.

Speaking in Chicago on Nov. 17, Mr. Loomis urged those attending the annual meeting of the Association of American Railroads to "join hands and in a fully united endeavor go on the offensive."

AAR's president said that the industry's Magna Carta legislative program represents the best recommendations to come out of the numerous studies of transportation made since World War II and if it were enacted, "a new era of progress and development among all forms of transportation would unfold under private ownership and operation.

"Break the shackles which prevent the railroads from competing on equal terms . . . and our sick patient will effect a prompt recovery," Mr. Loomis said.

At the meeting, the AAR member roads unanimously declared awareness of their responsibilities in the event of an all-out national emergency. Their declaration said in part, "Failure to correct the incredible public policy inequities which are weakening our railroads is a threat to the national security. The industry calls upon the Congress at its next session to remove the unjustifiable burdens from the neck of this industry so that it can produce all the service which our country's welfare demands."

Tax Rules Hamper RR Buying, Says Buford

"Unrealistic" depreciation rates make it impossible for railroads to maintain "regularized purchasing programs," Curtis D. Buford, vice president of the AAR's Operations and Maintenance Department, told the Richmond, Va., Traffic Club Nov. 20.

Mr. Buford noted that the average depreciation rate, for tax purposes, on all items of railroad plant and equipment is now less than 3% a year.

In the freight-car field, said Mr. Buford, shippers are increasingly demanding special-purpose cars tailored to their needs—"making present equipment obsolete in practice but not under tax rules."

He also said that fast-moving piggyback developments mean that "much of the equipment now in use and to be acquired may be rendered obsolete in only a few years or months."

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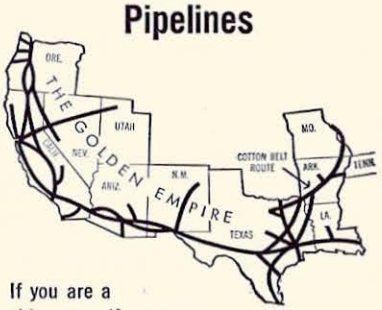

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PIGGYBACK SLOWS—BUT GROWS (*Continued from page 10*)

solved. Participating carriers must agree on a uniform size or sizes and uniform handling facilities, and traffic must be found to utilize containers both ways."

That seems to be a fairly general viewpoint. Everybody recognizes the potential advantages of containerization. "In the long run, it is highly probable that trailers with fixed axles, wheels and brake systems will become less standard," as L. W. Shaw, executive vice president of the Bekins Van & Storage Co. of Los Angeles told a transport seminar at Tucson, Ariz., last month.

But everybody—including Mr. Shaw — recognizes the problems, too, and they appear almost certain to defer wide-spread containerization to some indefinite future.

Meantime, what are railroads doing to exploit the potential of what they already have?

In ten months of 1961 (through Oct. 30) Railway Age has reported orders for 3,375 piggyback cars and 1,344 trailers. The number is probably larger; it will surely be increased when orders still pending are firmly placed. (Some of the cars, it should be noted, will be equipped with racks for non-piggyback auto service.)

In the same period, new TOFC terminals have been established, by the Boston & Maine at East Cambridge, Mass.; by the Erie-Lackawanna at Chicago and Croxton, N.J., and by other roads elsewhere. The Pennsylvania has expanded its Kearny, N.J., TrucTrain facilities.

For next year, plans are in many cases still indefinite. Five roads, however, tell Railway Age they expect to spend more on piggyback in 1962 than they did in 1961. Four expect to spend as much. None say definitely that they will spend less, though that might be the case for roads which have spent heavily this year. Since equipment shortages appear to be a continuing problem, it's quite likely that a good share of 1962 spending will go for cars and trailers.

Accompanying probable enlargement in TOFC's physical plant have been some service extensions. The B&O, as one example, is just moving into its 23rd city, Akron, Ohio, and expects to enlarge its sales force. The Rio Grande plans to extend its operations "to smaller terminals." The NYC has taken its "Super-Van" service into southern Ohio.

In Canada, where the CN and CPR have Plans I and II services reaching most major cities, the movement of household goods is becoming an important item of traffic. Experiments were begun last March in carriage of compressed or liquefied gases in tank or tube trailers, between Montreal and Toronto under Canada's first Plan III rates. The CN, incidentally, claims the longest single piggyback haul on record—Vancouver to Halifax, 3,765 mi, with a trailer of household furniture.

In Canada, as in the United States, overall optimism on piggyback's future, in some form, is running high. Every piggybacking railroad would undoubtedly agree with the statement made to Railway Age by a spokesman for the Great Northern:

"We have just scratched the surface in regaining traffic lost to private, contract and common motor carriage. The future offers terrific potential traffic, for we now have a new mode of transportation to sell which combines the best that rails and trucks have to offer—the rails' low line-haul cost plus the trucks' terminal-area flexibility."

Aside from its actual traffic potential, piggyback has brought to the railroads at least one intangible but very real benefit in the form of a new and more aggressive traffic-getting attitude. This was explained to the Florida Fruit & Vegetable Association at Miami Beach last September by J. W. Plant, manager, Trailer-Train Service, Atlantic Coast Line, in these words:

"Sometimes we hear it said that railroad salesmen have a defensive, or defeatist attitude. I take issue with that statement, though the average railroad freight salesman probably does have to spend a great deal of his time trying to keep other forms of transport from taking his traffic.

"But you have no cause to say that railroad piggyback people are on the defensive. These people are on the move. Instead of having their arms encircled around traffic trying to hold it, they have their arms outstretched to gather traffic unto them."

RSMA EXPLORES COMPUTER ROLE (*Continued from page 57*)

closed cars releasing empty in the east are reloaded via the Santa Fe through the efforts of our solicitation forces," W. E. Brack, Santa Fe, told RSMA members. This high-return loading is due in part to Santa Fe's policy of having the traffic representative responsible for providing disposition of all cars terminating in his off-line territory. The traffic department is responsible for local distribution of cars. Overall responsibility for distribution and control of all cars in all territories both on and off-line is held by the transportation department.

Santa Fe's fleet of special equipment cars (DF, SL, Shock Control, etc.) totals 11,500, of which 6,050 are assigned for specific services. The remainder are unassigned, and include 4,575 box or refrigerator types. To help the traffic department keep these cars loaded, the car service department sends movement reports to traffic men in both the originating and terminating territories. In the case of a specially equipped car, the report contains all pertinent information necessary to alert the destination traffic representative. As orders are received by the traffic men, the inbound loaded cars are "earmarked" for application on car orders. If no immediate loading is available in a territory, the car may be directed to an adjacent territory, or back to the ATSF if it is off-line.

"In our on-line handling," Mr. Brack said, "as the equipped cars develop empty they are usually moved to a conditioning-pool point. We have set up these pools at strategic points where termination and origination of loads are concentrated and our mechanical forces maintain cars in good condition both as to the car itself and the appurtenances. The local traffic representatives receive reports each morning of all cars on hand at pool points, and in the afternoon of all cars conditioned and ready for loading."

One of Santa Fe's approaches to reduce freight loss and damage has been to place more than 2,400 Shock Control freight cars in service. These cars have a specially designed underframe and sliding center sill in which a hydraulic device provides up to 10 or 18 inches of center sill travel to reduce damage to car and lading due to coupling and slack action (RA, June 23, 1958, p. 57). By mid-1960, 1,700 Shock Control cars with 10 in. of sill travel had been put in service; and during the last 18 months, 700 box cars and 13 flat cars with 18-in. shock control have been placed in service, according to J. A. Angold, ATSF engineer of tests. He said that in tests on a car equipped with the hydraulic unit providing for 10 in. of center sill travel, the impact register did not go out of the normal handling zone until impacts in excess of 9½ mph were reached. Tests on a car equipped with the 18-in. travel unit raised the normal handling zone limit to 13½ mph.

Market Outlook CONTINUED

► *Southern Pacific.*—Announced an $83-million capital improvement program for 1962. Details have not been disclosed.

New Facilities

► *Cincinnati Southern.*—A $35-million bond issue to finance a modernization program for the city-owned Cincinnati Southern (RA, Oct. 16, p. 10) has been approved by the Cincinnati City Council. Program will include elimination of 13 tunnels, reduction of grades and smoothing of curves on the road's 337-mile right of way between Cincinnati and Chattanooga. The tunnel improvements will permit the road to handle piggyback and auto-rack-car traffic.

Orders & Deliveries

► *Orders Decrease.*—Orders were placed in October for 2,086 freight cars, compared with 3,143 in September. October 1960 orders totaled 5,664. Deliveries in October totaled 1,907, compared with 2,700 in September and 4,632 in October 1960. The backlog of cars on order and undelivered as of Nov. 1, 1961, was 10,297, compared with 10,133 on Oct. 1 and 22,900 on Nov. 1, 1960.

Type	*Ordered October 1961*	*Delivered October 1961*	*Undelivered Nov. 1, 1961*
Box—Plain	2	452	2,751
Flat	332	491	1,204
Gondola	14	0	264
Hopper	1,000	132	3,104
Covered Hopper	354	177	798
Refrigerator	111	480	1,034
Tank	267	161	982
Other	6	14	160
TOTAL	2,086	1,907	10,297
Car Builders	944	1,204	3,566
Railroad Shops	1,142	703	6,731

Purchases & Inventories

► *Eight Months' Purchases Down 17.6%.*—Purchases by domestic railroads of fuel, material and supplies in this year's first eight months were $184,191,000, or 17.6%, lower than in the comparable 1960 period. Purchase and inventory estimates in following tables were prepared by Railway Age.

*PURCHASES**	*August 1961*	*Eight Months 1961*	*Eight Months 1960*
	(000)	*(000)*	*(000)*
Rail	$ 2,080	$ 23,032	$ 48,364
Crossties	2,940	26,923	37,705
Other Material	71,817	578,156	708,708
Fuel	30,386	232,587	250,112
Total	$107,223	$860,698	$1,044,889

*Subject to revision.

INVENTORIES†*	*August 1, 1961*	*August 1, 1960*
	(000)	*(000)*
Rail	$ 45,133	$ 61,184
Crossties	72,437	74,997
Other Material	360,390	419,649
Scrap	23,250	23,697
Fuel	20,826	20,211
Total	$522,036	$ 599,738

*Subject to revision.
†All total inventory figures taken from ICC statement M-125 for month indicated.

Union Tank Builds Shorter 30,000-gal. Car

Union Tank Car Co. is building a second and shorter version of the 82-ft, 30,000-gal. tank car it introduced last year (RA, May 9, 1960, p. 35).

The new Short-30, featuring a bulge-in-the-middle design, is 58-ft 7½-in. over strikers. The shell varies from 99 inches in diameter at the end sections to 124 inches at the center bulge and has a maximum capacity of over 30,000 gallons. The first of over 30 of the new tank cars UTC now has on order is scheduled for delivery in December.

The 55-ft 7-in. tank shell, utilized as a supporting member to eliminate the need for an underframe, consists of five sections. Two conical-shaped transition sections, eight-and-a-half feet long and tapering from 124 to 99 inches in diameter, join the center bulge to the two tank heads.

In addition to the Short-30's now in production, Union Tank also has orders for about 70 more of its 82-ft, 30,000-gal., cars. Tuloma Gas Products Co., Tulsa, Okla., which received the original Hot-Dog-design cars, has ordered 50 more for delivery this fall and winter.

PRR Expands Kearny TrucTrain Facilities

To keep pace with the growth of its TrucTrain (piggyback) service, the Pennsylvania has largely expanded its New York-northern New Jersey terminal facilities at Kearny, N.J.

Three tracks, with respective capacities of 35, 29 and 23 cars, have been added to the eight previously in place. A new gantry-type Paceco crane for side loading and unloading of trailers has been installed, and a number of track changes have been made to speed up operations.

The enlarged yard, originally opened in 1955, now covers about 40 acres. It has four ramps serving eight tracks with total capacity of 72 cars (144 trailers) and three TransTainer crane-served tracks with a capacity of 174 trailers. A total of 318 trailers can be loaded and unloaded without switching tracks, and 775 can be parked.

Dividends Declared

ATLANTA & WEST POINT.—$2, payable Dec. 20 to holders of record Dec. 8.

CHICAGO, ROCK ISLAND & PACIFIC.—40¢, quarterly, payable Dec. 31 to holders of record Dec. 15.

GULF, MOBILE & OHIO.—common, 37½¢, quarterly, payable Dec. 18 to holders of record Nov. 24; $5 preferred, $1.25, quarterly payable June 11, 1962 to holders of record May 25.

SOUTHERN.—70¢, quarterly, payable Dec. 15 to holders of record Nov. 15.

Market Outlook

Carloadings

Loadings of revenue freight for the week ended Nov. 18 were not available as this issue went to press.

Loadings of revenue freight for the week ended Nov. 11 totaled 605,057 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Nov. 11

District	1961	1960	1959
Eastern	86,679	79,400	88,432
Allegheny	100,788	91,755	108,872
Pocahontas	54,006	43,793	52,230
Southern	113,396	111,655	123,134
Northwestern	81,162	68,298	90,172
Central Western	128,080	128,018	132,279
Southwestern	40,946	41,676	43,214
Total Western Districts	250,188	237,992	265,665
Total All Roads	605,057	564,595	638,333
Commodities:			
Grain and grain products	57,285	66,669	61,144
Livestock	6,873	6,261	9,132
Coal	112,393	98,301	116,916
Coke	7,808	6,148	5,905
Forest Products	38,905	35,218	41,025
Ore	39,751	22,725	54,477
Merchandise l.c.l.	26,918	33,241	40,172
Miscellaneous	315,124	296,032	309,562
Nov. 11	605,057	564,595	638,333
Nov. 4	619,413	599,555	561,223
Oct. 28	647,549	620,807	587,776
Oct. 21	650,775	637,573	607,517
Oct. 14	642,172	653,277	579,410
Cumulative total, 45 weeks	24,888,425	27,001,787	26,949,899

PIGGYBACK CARLOADINGS—U. S. piggyback loadings for the week ended Nov. 11 totaled 12,596 cars, compared with 10,794 for the corresponding 1960 week. Loadings for 1961 up to Nov. 11 totaled 511,002 cars, compared with 484,589 for the corresponding period of 1960.

IN CANADA.—Carloadings for the seven-day period ended Nov. 7 totaled 69,421 cars, compared with 99,518 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Nov. 7, 1961	69,421	25,154
Nov. 7, 1960	69,318	26,070
Cumulative Totals		
Nov. 7, 1961	2,993,405	1,041,729
Nov. 7, 1960	3,159,835	1,194,906

New Equipment

FREIGHT-TRAIN CARS

► *Merchants Despatch.*—Is taking delivery of 60 55-ton-capacity 89-ft flat cars from ACF. Cars will be used for transporting Army vehicles.

► *Soo Line.*—New freight cars presently under construction include 15 85-ft TOFC cars (Bethlehem); 40 box cars with lading protection devices (Pullman-Standard); 20 steel billet gondolas, six tinplate gondolas and 20 4,000-cu-ft-capacity covered hoppers (Ortner). The cars are part of a $1.3-million program authorized in September (RA, Sept. 18, p. 49).

► *Bad Order Ratio 0.5% Higher Than Last Year.*—Class I roads on Oct. 1 owned 1,620,933 freight cars, 47,100 less than last year, according to AAR report summarized below. Bad order ratio was 0.5% higher than on Oct. 1, 1960.

	Oct. 1, 1961	Oct. 1, 1960	Change
Car Ownership	1,620,933	1,668,033	—47,100
Waiting repairs	152,349	148,166	+ 4,183
Repair Ratio	9.4%	8.9%	+ 0.5%

FOREIGN

► *Republic of the Congo.*—Is contemplating the purchase of four to six diesel locomotives similar to the 90-ton Alco units currently in service, and four to six refrigerator cars. Inquiries should be addressed to Alphonse Pioka, Directeur, Exploitation Rail, OTRACO, Boulevard Albert 1er, Leopoldville.

Capital Improvements

► *Louisville & Nashville.*—Has authorized expenditure of $4,248,239 for improvements. Included are $3,580,200 for rebuilding 1,000 coal hopper cars at company shops, South Louisville, Ky.; $43,740 for installation of damage-free type bracing in 18 additional box cars; $350,717 for expansion and improvements to the Mobile and Montgomery, Ala., freight yards, including rearrangement and addition of longer track at Mobile and a new yardmaster's tower, additional floodlighting, extra Teletype receivers, and a two-way radio system for both yard and switching service at Montgomery; $248,658 for installation of six more electronic hotbox detectors to be located at six points on the main line between Corbin, Ky., and Cartersville, Ga.; $24,924 for expansion of piggyback facilities at Radnor Yard, Nashville, Tenn., to include enlarged trailer-parking area, relocation of loading ramp and installation of additional floodlights.

► *Missouri Pacific.*—Board of directors has approved a $27-million modernization program for 1962. Included is $7.7 million for 500 new roller-bearing freight cars and conversion of 200 existing flat cars for piggyback use. Also provided is $6 million for new diesel locomotives (RA, Sept. 18, p. 49). The remainder will be used for betterments and additions to property.

(Continued on following page)

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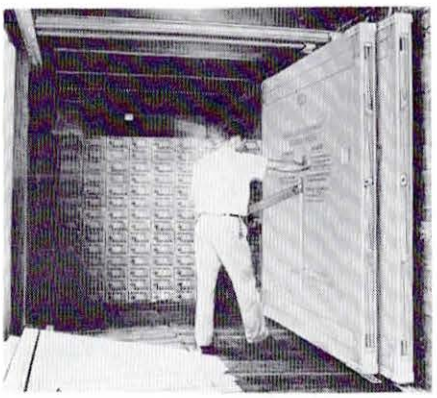

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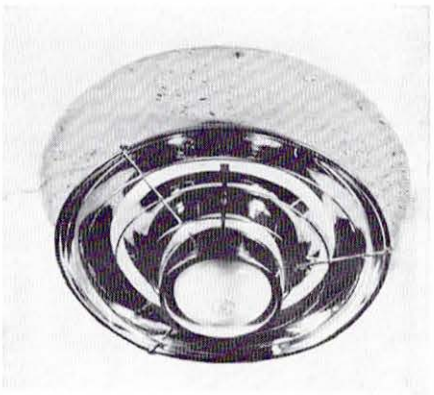

Heater-Light (RA-6)

"Quartzheet" is an outdoor-indoor heating-lighting combination usable in small buildings, such as yard offices; in delivery and storage areas; on freight platforms, etc. The surface-mounted, 800-watt, 120-volt unit reaches top temperature within one minute. When necessary, heat can be turned off and lighting fixture used alone. It is said to give more heat per kilowatt than any other conventional heating device. *Infrared Corp. of America.*

Floor Covering (RA-7)

"Grip-Dek" is a slip resistant floor dressing formulated from hard synthetic resins, mineral aggregate and asbestos fiber, available in seven colors and in regular and heavy-duty formulas. It is also highly resistant to fire; to most oils, greases, solvents and cleaning compounds, and to many chemicals. These qualities, the manufacturer says, make it "an ideal all-purpose, all area safety floor covering." *Fiberboard Paper Products Corp.*

Weighing-in-Motion (RA-8)

A new electronic weighing-in-motion system weighs loaded freight cars as they roll over a 20-ft track scale, and feeds the information into a totalizing printer which automatically prints out gross and net weights. The new system —already installed at the Leatherwood, Ky., mine of Blue Diamond Coal Co. for weights up to 220,000 lb—eliminates bottlenecks in weighing by making it unnecessary to stop, uncouple or switch cars. *Fairbanks, Morse & Co.*

New Literature

STANDARD TIGER CRANE-BULLETIN NO. 95. This 6-page, multi-color brochure describes Whiting Corp.'s new heavy-duty standard crane available in capacities from 5 to 30 tons for Class D crane service. (NL-1).

AEROIL WINTER EQUIPMENT. A six-page, two-color brochure describing Aeroil Products Co.'s space heaters, salamanders, LPG and oil-fired thawing torches, steam thawers and portable water heaters. (NL-2).

KELNIT GLOVES, MITTS, PADS, SLEEVES. An illustrated, 8-page, 2-color bulletin about Keller Glove Mfg. Co.'s gloves for industrial hand protection. (NL-3).

BULLETIN W-392. This publication of the Wood Preserving Division of Koppers Company describes a newly developed pressure treating process for preserving lumber and plywood. The process is said to make lumber and plywood completely water repellent. (NL-4).

STORAGE PLANNER. A 48-page catalog—issued by the Frick-Gallagher Manufacturing Co.—which serves as a guide for selecting space saving, cost cutting storage equipment for industry, warehouse institutions and general business. (NL-5).

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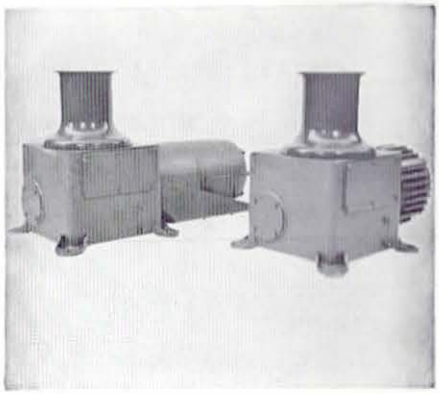
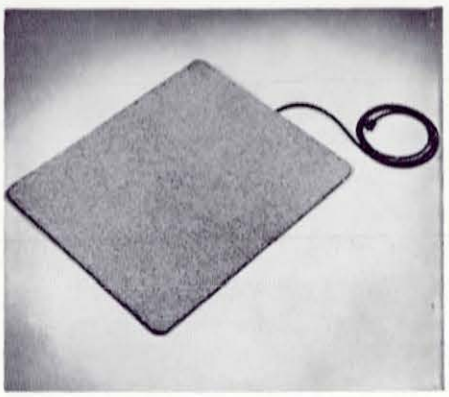


Capstan Car Spotter (RA-1)

A newly-redesigned 5-hp capstan-type car spotter features increased load ratings of 6,000 lb starting pull and 3,000 lb running pull. Both models 55A and 50A feature compact, impact-resistant steel housings designed to withstand shock loads and operating abuse; heavy, abrasion-resistant steel capstans, and easy mounting. A cam-type back stop can hold cars on an incline in event of power failure. *Link-Belt Co.*



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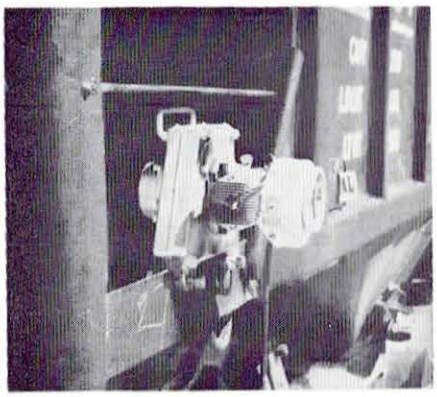

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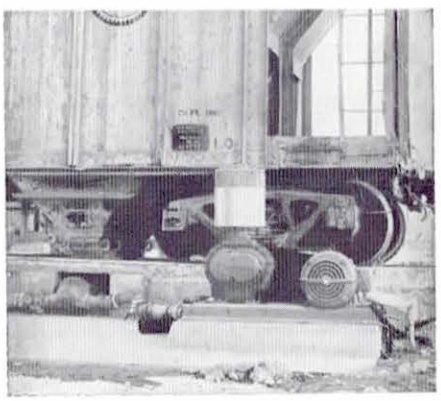

Dry-Solids Pump (RA-4)

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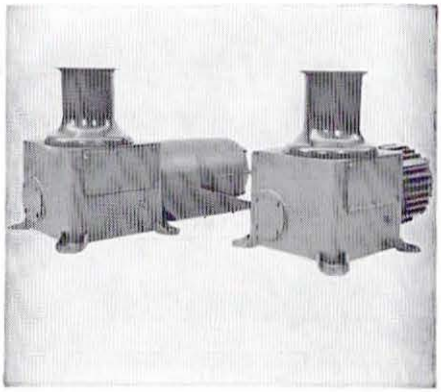

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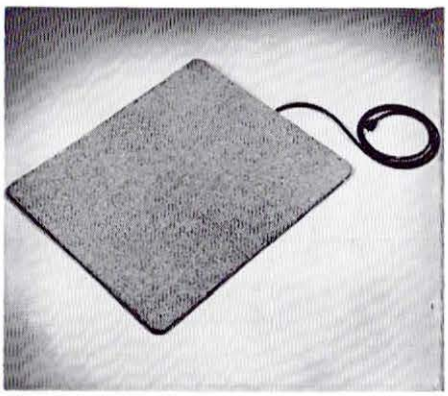

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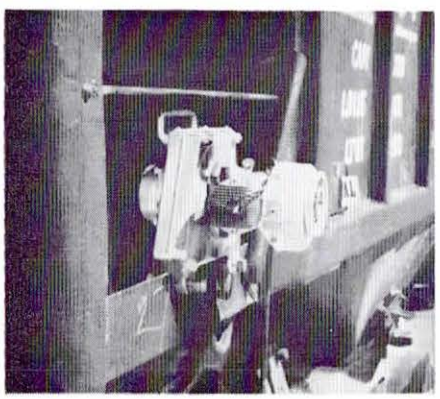

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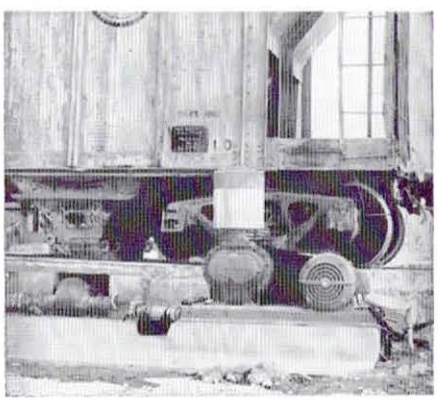

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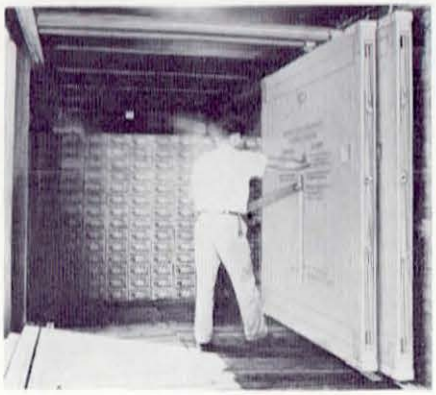

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A new one-piece aluminum bulkhead is designed to improve material handling in freight cars. Weighing a third less than steel units, the DF-B component may be quickly positioned by one man. If desired, the new bulkheads will divide either standard box, mechanical refrigerator, or insulated RB-type cars into three compartments. Bulkheads are suspended from traveling beams spanning car width, with four-pin locking. *Evans Products Co.; Reynolds Metals Co.*

Heater-Light (RA-6)

"Quartzheet" is an outdoor-indoor heating-lighting combination usable in small buildings, such as yard offices; in delivery and storage areas; on freight platforms, etc. The surface-mounted, 800-watt, 120-volt unit reaches top temperature within one minute. When necessary, heat can be turned off and lighting fixture used alone. It is said to give more heat per kilowatt than any other conventional heating device. *Infrared Corp. of America.*

Floor Covering (RA-7)

"Grip-Dek" is a slip resistant floor dressing formulated from hard synthetic resins, mineral aggregate and asbestos fiber, available in seven colors and in regular and heavy-duty formulas. It is also highly resistant to fire; to most oils, greases, solvents and cleaning compounds, and to many chemicals. These qualities, the manufacturer says, make it "an ideal all-purpose, all area safety floor covering." *Fiberboard Paper Products Corp.*

Weighing-in-Motion (RA-8)

A new electronic weighing-in-motion system weighs loaded freight cars as they roll over a 20-ft track scale, and feeds the information into a totalizing printer which automatically prints out gross and net weights. The new system —already installed at the Leatherwood, Ky., mine of Blue Diamond Coal Co. for weights up to 220,000 lb—eliminates bottlenecks in weighing by making it unnecessary to stop, uncouple or switch cars. *Fairbanks, Morse & Co.*

New Literature

STANDARD TIGER CRANE-BULLETIN NO. 95. This 6-page, multi-color brochure describes Whiting Corp.'s new heavy-duty standard crane available in capacities from 5 to 30 tons for Class D crane service. (NL-1).

AEROIL WINTER EQUIPMENT. A six-page, two-color brochure describing Aeroil Products Co.'s space heaters, salamanders, LPG and oil-fired thawing torches, steam thawers and portable water heaters. (NL-2).

KELNIT GLOVES, MITTS, PADS, SLEEVES. An illustrated, 8-page, 2-color bulletin about Keller Glove Mfg. Co.'s gloves for industrial hand protection. (NL-3).

BULLETIN W-392. This publication of the Wood Preserving Division of Koppers Company describes a newly developed pressure treating process for preserving lumber and plywood. The process is said to make lumber and plywood completely water repellent. (NL-4).

STORAGE PLANNER. A 48-page catalog—issued by the Frick-Gallagher Manufacturing Co.—which serves as a guide for selecting space saving, cost cutting storage equipment for industry, warehouse institutions and general business. (NL-5).

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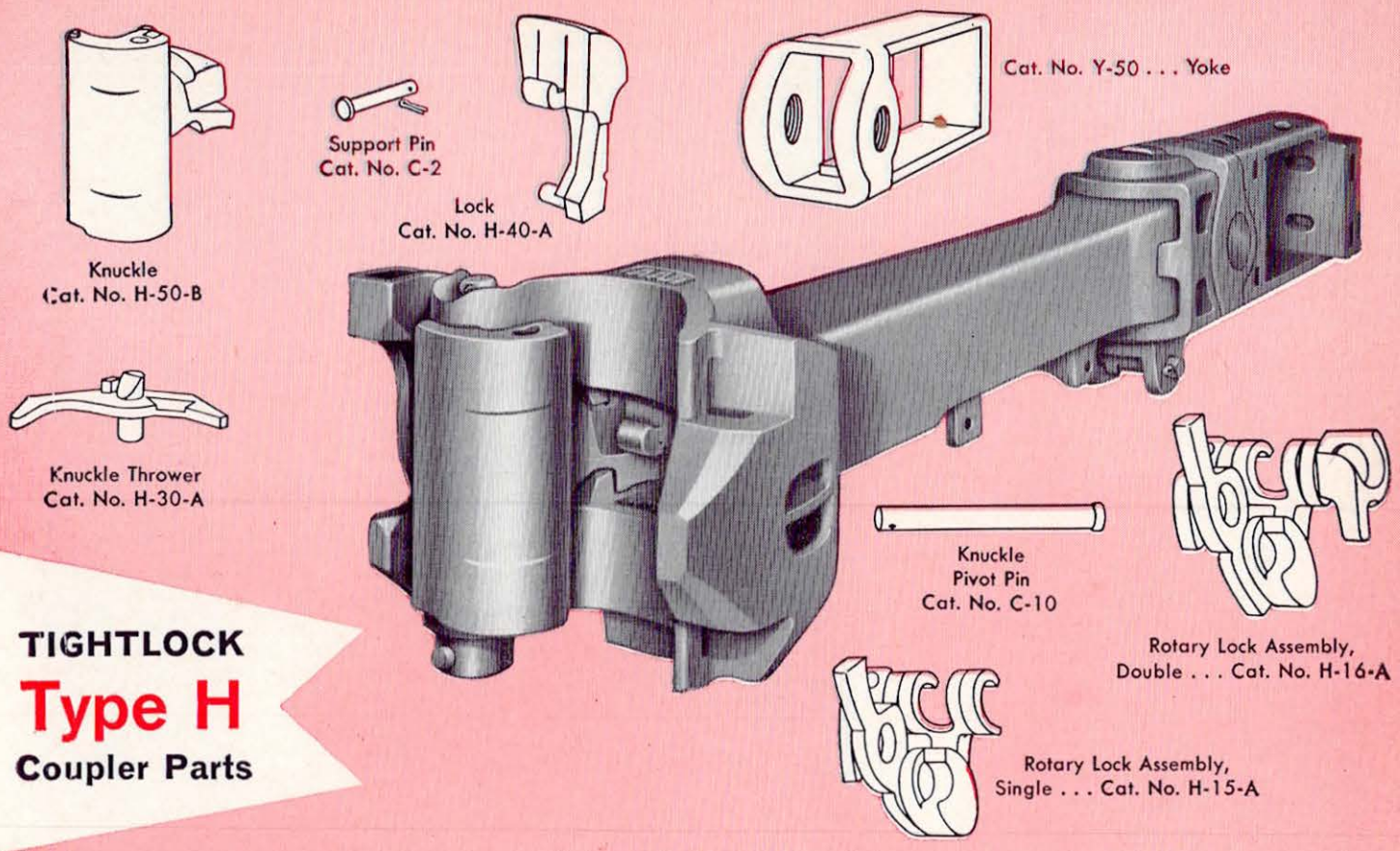

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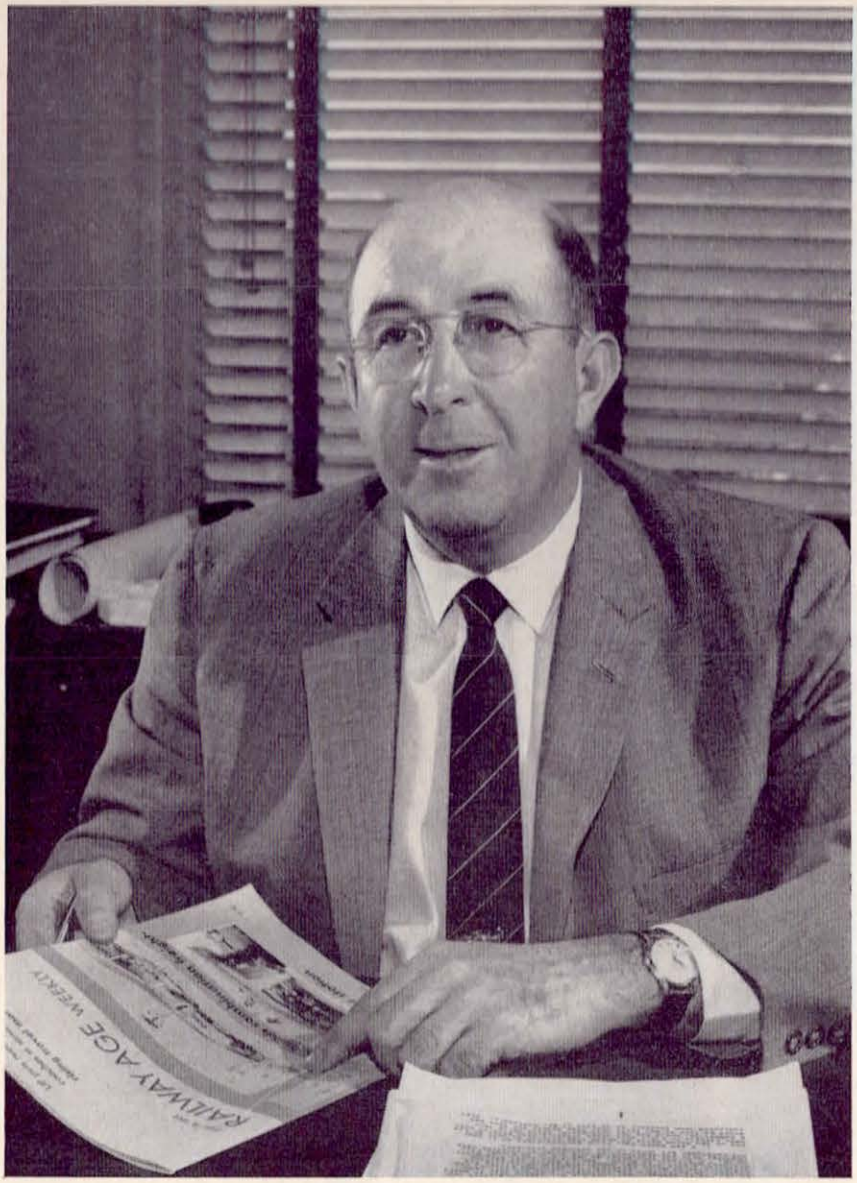

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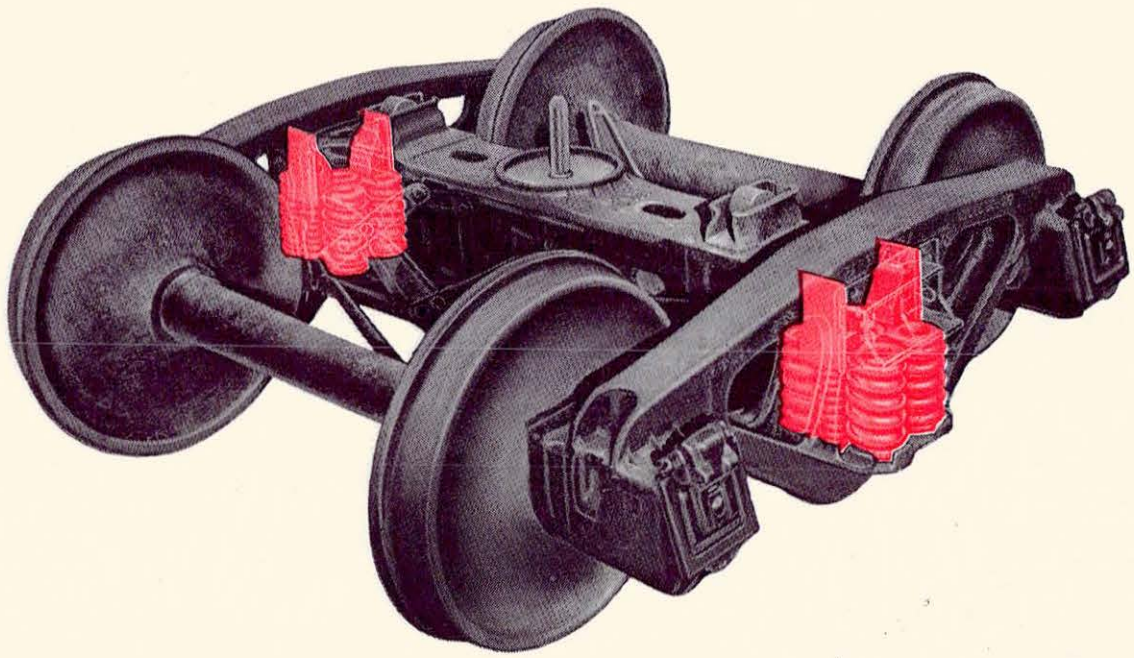

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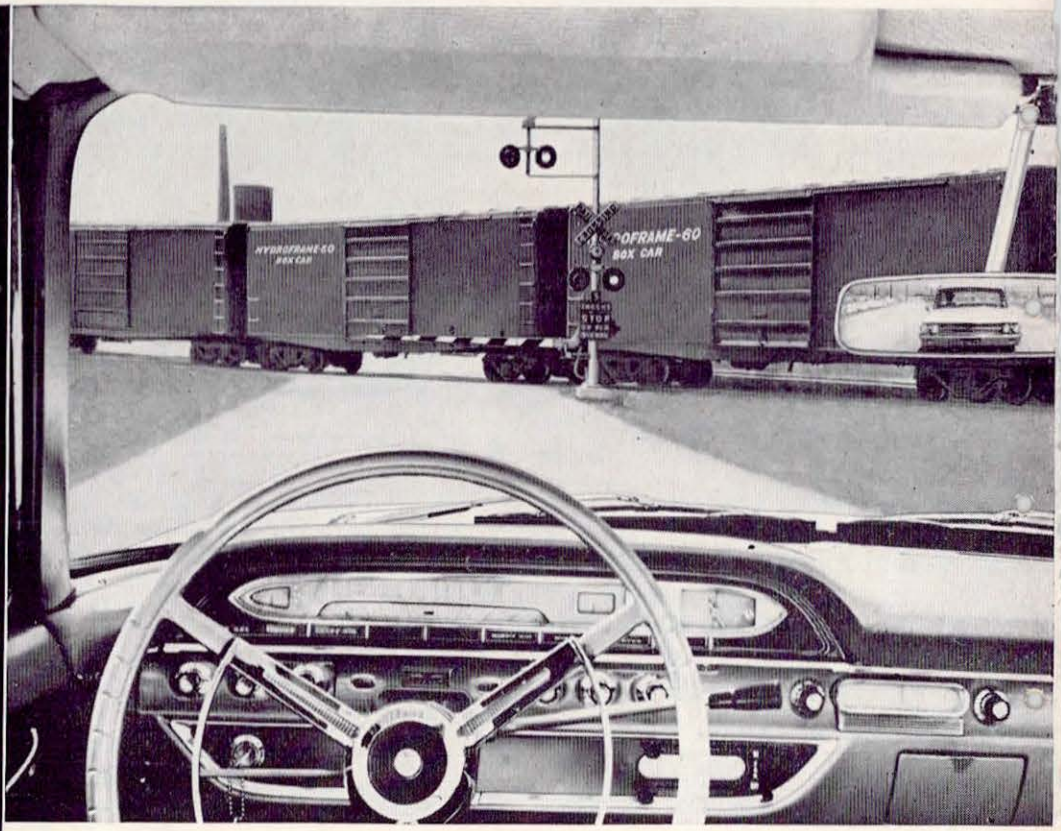


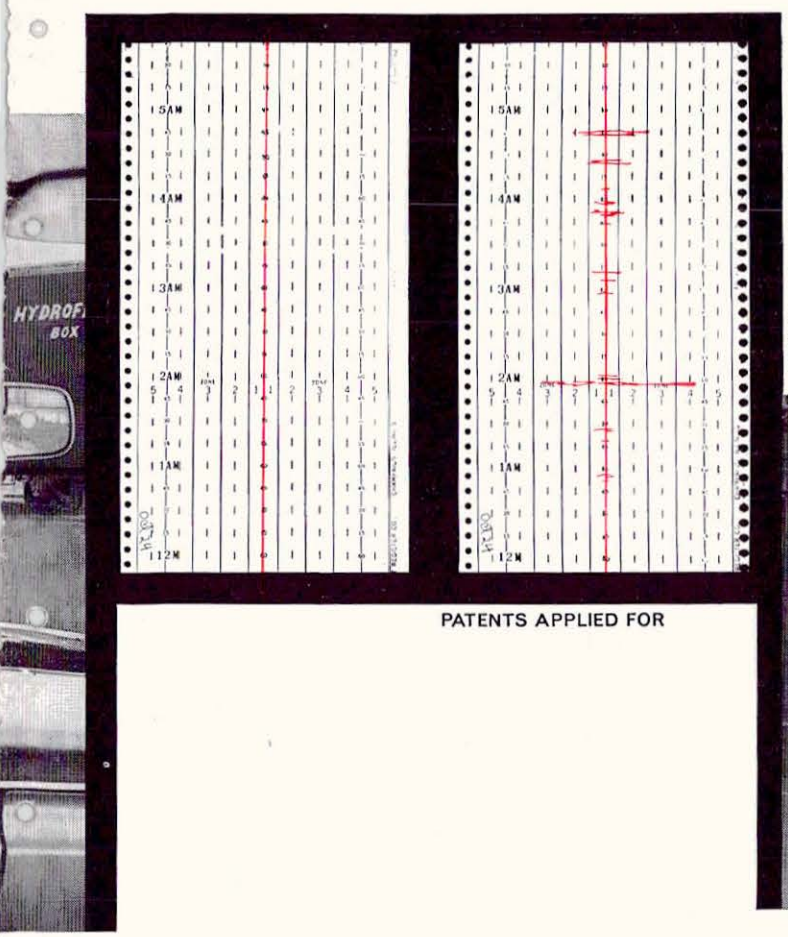
■ The Ford Motor Company, in its constant search for new and better ways of transporting goods and products, cooperated with Pullman-Standard in a test shipment of auto-glass from the Ford Glass Division Plant at Nashville, Tenn., to the Ford assembly plant in St. Paul, Minn.

This shipment—in a Pullman-Standard Hydroframe-60 Box Car—arrived flawless; not one nick, chip or crack could be found in the entire 86,095 pound load. And this was after 870 miles of travel over three roads and 2 car impacts (registered at the coupler) that reached as high as nine miles per hour.

How does the P-S Hydroframe-60 protect fragile loads such as this against bruising impacts? A special underframe which incorporates the new long travel hydraulic cushioning principle takes impacts of 10 mph—and above—and literally swallows them up. They never reach the load!

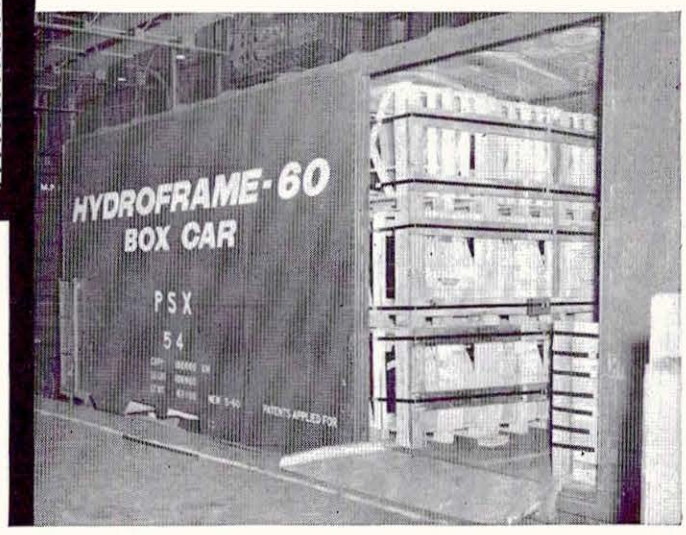
For details on the Hydroframe-60, or for information on the availability of these cars for your shipments, call or write us today.

Handled Like Grandmother's Best Crystal . . . Delivered Flawless



NINE MPH IMPACT AT THE COUPLER: NO IMPACT ON THE LOAD—Two impact recorders rode the P-S Hydroframe-60—one with the load, the other on the underframe. Two impacts topped 9 mph at the coupler (one is visible on the recording tape at right), others were at 5, 7 and 8 mph. As you can see, none of these impacts reached the load as shown by the impact recorder tape on the far left.

A 43 TON HANDLE-WITH-CARE LOAD—Ford's glass shipment in the P-S Hydroframe-60 weighed in at 86,095 pounds. Approximately 26,000 pounds of windshield glass went into the A-end and 59,935 pounds of side and rear window glass into the B-end. Condition on arrival: claim-free!



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For fast, flexible, dependable and economical transportation—and your choice from all five piggyback plans—check with your nearest Coast Line representative, or contact:

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NEW TRAILERS FOR YOUR CONVENIENCE

Coast Line has ordered an additional 70 new, fully insulated and ventilated trailer vans for your convenience. Delivery of the new trailers has already begun.

if it has to MOVE

No matter what the cargo, there's a Greenville car for the job. This Mark III piggyback unit gives you complete flexibility . . . loads and unloads in minimum time and in the future, helicopters may transfer trailers to ships in port or offshore. Versatility, speed and practicability are the keynotes.

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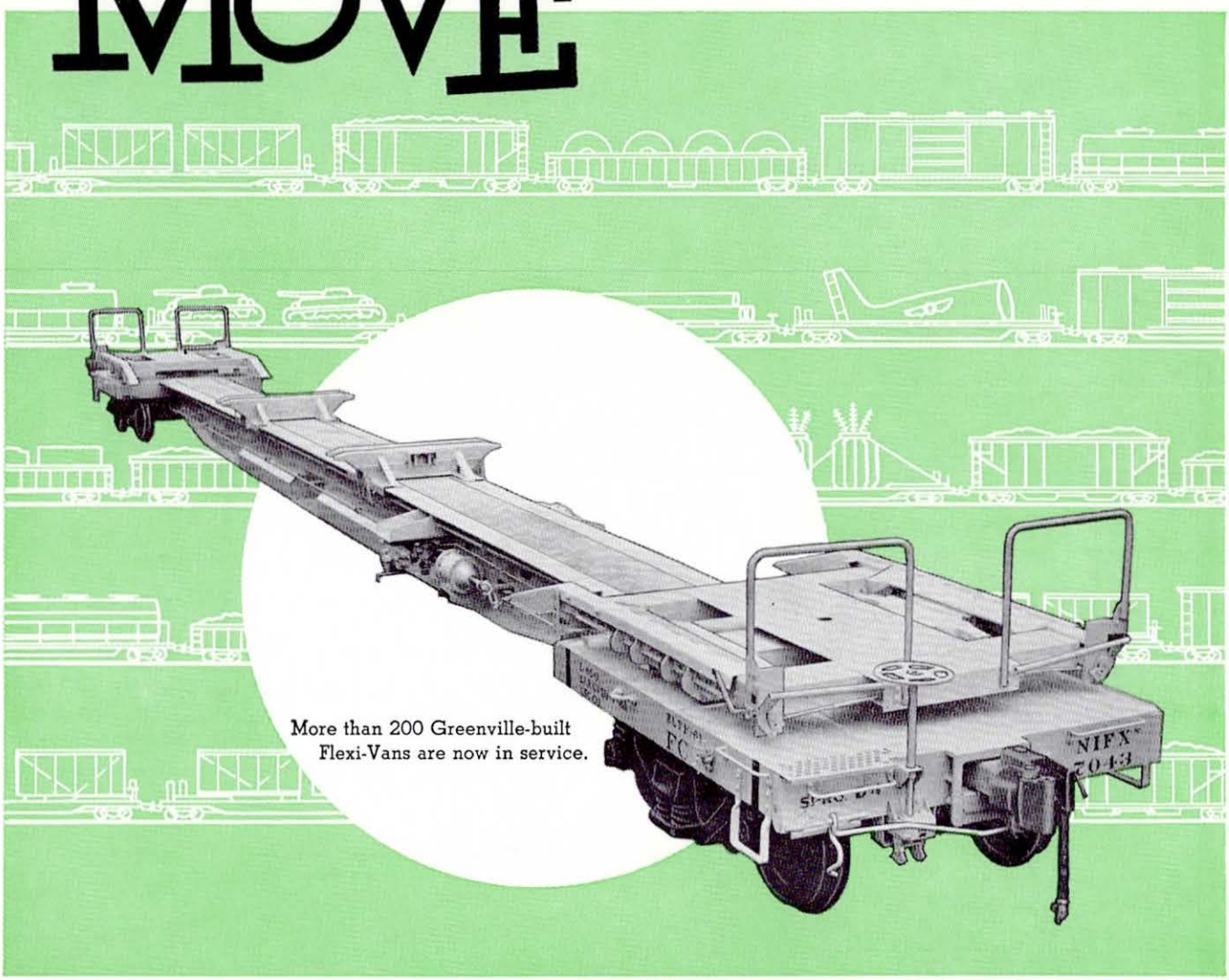

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